

STATE OF UTAH
AGRICULTURE COLLEGE
SALT LAKE CITY

The NATIONAL WOOL GROWER



VOLUME XX
NUMBER 4
APRIL
— 1930 —

Some
Important Factors
in
Lamb and Wool
Production
By
W. E. Joseph

OFFICIAL ORGAN OF THE
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SALT LAKE CITY, UTAH

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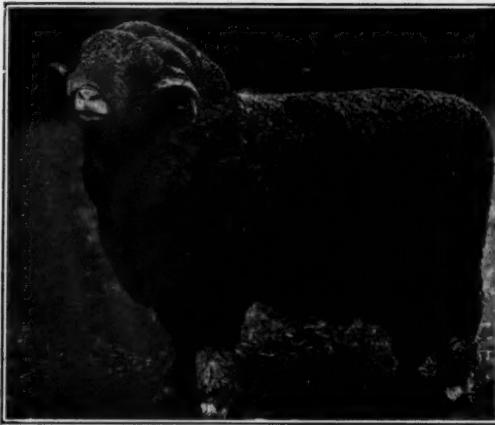
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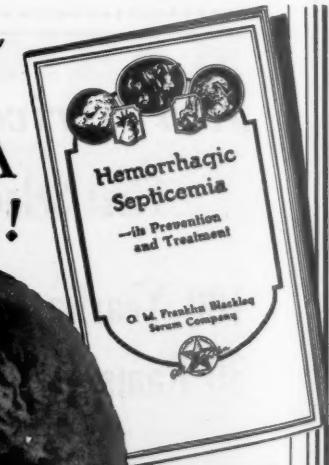
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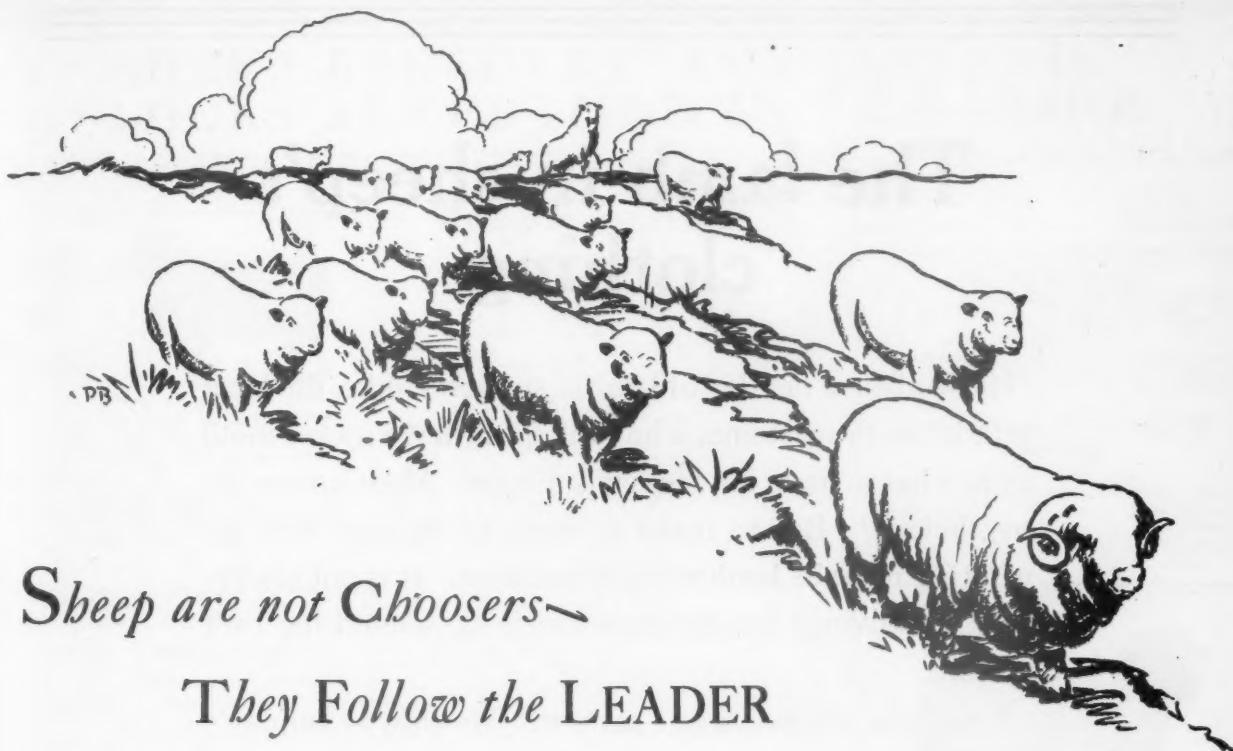


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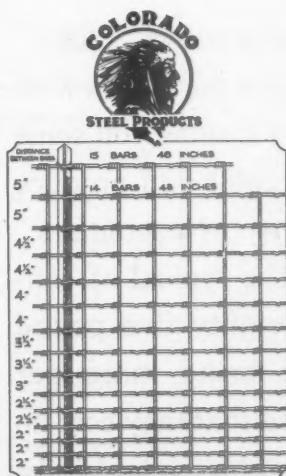
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EDITORIAL

The Farm Board and the Wool Corporation

SOME confusion exists at to just what the Federal Farm Board can and will do for wool growers connected with the National Wool Marketing Corporation. This is not surprising. In the first place the Board represents an entirely new undertaking in this country. In the second place it is attempting a gigantic task and must necessarily do a great deal of pioneering and experimenting before it really can know the safest way to aid any one set of agricultural producers. There is danger of unwise action which might develop later conditions which would outweigh apparent present benefits.

At the outset the Board was seriously handicapped by the almost universal idea that it was a relief organization to dole out public funds to the most needy or perhaps to the most clamorous applicants. This idea resulted from the fact that for eight years there was considered in Congress a number of so-called "farm relief" bills. What was passed on June 15, 1929, however, was the Agricultural Marketing Act. This present law is neither an emergency nor a relief measure. It creates and provides for the work of the Federal Farm Board to aid various organizations of agricultural producers to establish and operate cooperative marketing facilities to the end that crops and livestock products may be more economically and efficiently moved from producers to consumers at prices that are profitable to the growers and with less numerous and violent fluctuations than have occurred in the past.

These cooperative marketing concerns are to be permanent and owned and controlled by their producer members. The Federal Farm Board, acting for the government, is making loans to these cooperatives in amounts that they could not obtain in the regular commercial field of credit. The Board advises and aids the officials of these cooperatives, but leaves all initiative and responsibility in the hands of their various sets of officials.

While financial aid is being given beyond the usual possibilities of commercial agencies, yet the monies loaned by the Farm Board are to be repaid. The amount so obtained by the cooperatives as advances to be given producers at the time of delivery of their product are to be repaid at the time of sale, but the necessary funds for organization expense are being furnished in the expectation that repayment will be accomplished over a period of years of operation of the borrowing organizations.

While the law provided for the establishment of stabilization corporations to operate in markets and necessarily run the risk of some loss in the attempt to maintain fair prices, only one such corporation has yet been created—that for aiding wheat of last year's crop. The Board appears to be quite firmly set against the policy of furnishing government funds for the operation of stabilization corporations in connection

with crops produced subsequent to the enactment of the Agricultural Marketing Law.

In the main the monies furnished by the Board for advances upon commodities being marketed represent an additional amount above what would ordinarily be obtainable through commercial or Intermediate Credit Banks, which usually limit loans for this purpose to 65 per cent of the net market price. Local cooperatives making such advances to their members borrow their funds for the purpose, in the case of wool, from the National Wool Marketing Corporation, which in turn borrows from the Federal Farm Board and the Intermediate Credit Bank. Careful appraisal is being made of individual clips to guard against the danger of excessive advances. Such are very unlikely to occur this year, but in the possible event that amounts advanced should exceed final net sale proceeds in a few cases, it will remain for the membership of each cooperative to determine how its obligations should be met.

The National Wool Marketing Corporation, as before said, is a grower-owned, grower-controlled and a permanent institution. By concentrating into a single concern the handling and selling of a large part of our annual wool production, there will be established a more economical and efficient method of selling and, for the first time, the interests of the grower will be properly represented in establishing price levels in the American market. More stable conditions will be created to the benefit of producers, manufacturers and consumers and doubly so to producers, because under the new regime a more uniform and better sustained consumption of wool is assured. This is by no means the only, but it is the largest, single object and opportunity which the Federal Farm Board has enabled the National Wool Marketing Corporation to present to wool growers.

The "Why" of Lamb Prices

THE course of the lamb market in recent weeks has brought more discouragement and distress to feeders and promises the same experience to shippers of early range lambs. The continued decline in prices must be attributed primarily to the increased offerings rather than to the effects of the world wide economic depression and drops in commodity prices.

It is clear now to the economists that a general recession in business had already set in before the stock market crash and that recent price trends are a result of that condition independent of the reflection of what happened in the markets for stocks and bonds. It also is apparent that, as in former declines, wool is one of the first articles to be affected and also leads when the time has arrived for recovery and improvement.

The present situation cannot altogether be compared with the deflation period of 1920 and 1921, but some study of the course of events in that period is now of interest, especially

in respect to the duration of low prices and the rate of recovery. Wools dropped precipitately in May, 1920, and began the recovery of prices in the late part of 1921. The feeder lambs of that year went into feed late at strong prices and meant extreme losses for those handling them. In turn the feeders obtained the 1921 crop at bottom figures and made large profits in selling them early in 1922. It is too early to determine what this year's feeder lambs will bring, but certainly the buyers will be extremely bearish. Much will depend upon the changes in wool and lamb markets between now and the fall months.

Early April reports from London and primary foreign markets for wool indicate that manufacturers consider that bottom prices have been reached and there has been a better tone. A celebrated British economist, in reviewing the post-war readjustments in commerce, expressed the view that the future course of economic events would bring a succession of general rises and falls in prices but that each low turn would be less severe and of shorter duration than the one which preceded it. In the present case, so far as lambs are concerned, the drop has been almost as severe as formerly, but if conditions shall right themselves more quickly then the fall market should be more satisfactory to growers than the present one. The recovery in wool would help lamb markets directly and indirectly.

The biggest trouble with lambs has been the extra supplies. Everyone knew that the last year's crop was a large one and that an unusual proportion of ewe lambs was being shipped out. Where they all went to before reappearing in shape for slaughter is one of the things to be studied by organization officers. Something more also must be done for the future to keep range men, feeders and packers in close touch with each other and better informed upon the prospective supply for slaughter from the production of each year.

The view that lamb prices have suffered chiefly from oversupply and not from lowered purchasing power is supported by the fact that there has been no corresponding drop in prices for cattle

CALENDAR

- California Ram Sale, Sacramento, May 19-21.**
- Utah Wool Growers' Midsummer Convention, Logan, July 14-15.**
- Texas Sheep and Goat Raisers' Convention, Brady, July 30-August 2.**
- National Ram Sale, Salt Lake City, Utah, August 25-28.**
- Nevada State Livestock Show, Elko, September 18-21.**
- Pacific International L. S. Exposition, Portland, Oregon, October 25-November 1.**

and hogs. In the last depression cattle remained comparatively high for some time after lambs declined, but also were much later and slower in subsequent recovery. Beef is more responsive than lamb to the effects of unemployment and reduction in the general buying power. The fact that it has not been seriously affected while lamb has been supports the view that the conditions in the lamb trade are due to wool prices and to the large oversupply. A surplus always sets the price for the entire supply.

To a considerable extent consumers are receiving the benefit of cheaper lamb carcasses through the chain stores. The extra supply is going into consumption. This year's figures will show the largest per capita lamb consumption reported since 1912. So far as producers are concerned it is a case of "what price consumption." But the larger outlet that is being forced by low prices will remain in a large degree when prices again are such as to permit some profit to producers.

It also may be found that the rate of shipping the new crop lambs will be more nearly comparable with the rate of shipping last year—that is after absorption of the unexpected overload of feed lot stuff has gone out, in which case conditions would be in position to improve. Once a market for a product has been hammered away down, the attitude of dealers and distributors makes recovery very difficult, but there is a growing demand for lamb. Packers are alert to sell the dressed product as high as they can and the first evidence of lighter receipts, coupled with the quality of young milk lambs and better wool conditions, will improve the growers' position.

THE TARIFF BILL IN CONFERENCE

THE Hawley-Smoot tariff measure, as amended in the Senate, was passed in that body by a substantial majority on March 24. The usual custom was followed in selecting members of the conference body and the joint committee of ten started work on April 1, in coming to agreement upon the 1253 changes made in the House bill during its consideration by the Senate Finance Committee and on the floor of the Senate.

The wool paragraphs were not changed subsequent to the voting of December 10 upon the rates upon rags and wastes, although they were under consideration a number of times during the late stages of the Senate debate. Wool growers have a vital interest in securing the approval by the conference of the Senate rates on rags and other wool wastes. To this end Congressmen should be informed of the importance of retention of the Senate figures.

The Senate bill carries rates that generally are higher upon agricultural products and somewhat lower on manufactured articles than as carried in the House measure. It is not expected that the conference committee will have as much difficulty in adjusting the disagreements upon rates as upon the more radical Senate amendments which would bring into operation the debenture plan of aiding producers of surplus crops and would take away the power now lodged in the President to raise or lower rates upon showing by the Tariff Commission of necessity for such action after a study of production costs.

It was asserted around the Senate that some of those who voted to send the measure into conference would not approve any probable final form of the bill and might change their position in the final voting upon the conference report.

The votes of the Senators in sending the measure to conference were as follows:

FOR DEMOCRATS (7)

Bratton
Broussard
Copeland
Trammell

Kendrick
Pittman
Ransdell

REPUBLICANS (46)

Allen	Keyes
Baird	McCullough
Bingham	McNary
Borah	Metcalf
Brookhart	Moses
Capper	Nye
Couzens	Oddie
Dale	Patterson
Fess	Phipps
Frazier	Pine
Gillett	Robinson (Ind.)
Glenn	Robison
Goff	Schall
Goldsborough	Shortridge
Greene	Smoot
Hale	Steiner
Hastings	Sullivan
Hatfield	Thomas (Idaho)
Hebert	Townsend
Howell	Vandenberg
Johnson	Walcott
Jones	Waterman
Kean	Watson

**AGAINST
DEMOCRATS (26)**

Ashurst	Heflin
Barkley	McKellar
Black	Sheppard
Blease	Simmons
Caraway	Smith
Connally	Steck
Dill	Swanson
George	Thomas (Okla.)
Glass	Tydings
Harris	Wagner
Harrison	Walsh (Mass.)
Hawes	Walsh (Mont.)
Hayden	Wheeler

REPUBLICANS (5)

Blaine	McMaster
La Follette	Norbeck
	Norris

Of those not voting it was announced that the following were paired for the bill:
Republicans—Cutting, Gould, Deneen and Grundy.

Democrat—Fletcher.

The following were paired against the bill:
Democrats—Brock, King, Overman and Stephens.

Farmer Labor—Shipstead.

It also was announced that Senators Reed (Republican), Pennsylvania, and Robinson (Democrat), Arkansas, who are attending the naval conference in London, were paired, with the Pennsylvanian for the bill.

FIFTEENTH ANNUAL NATIONAL RAM SALE

The Fifteenth Annual National Ram sale will be held in 1930 on August 25-28.

The plans and arrangements of the sale will be the same as in former years.

Entries will be received only from those who have been consigning to previous sales except for a very few breeders with whom partial arrangements were made last year.

A reduction in the number of single stud Rambouillet rams will be made. Such reductions will be chiefly in the entries from breeders whose single rams have sold materially below the average in the sales of recent years.

The First Six Months of the National Wool Marketing Corporation

By F. J. Hagenbarth

MUCH water has gone over the wheel since October 4, 1929, when representative wool growers from different sections of the country met in Chicago pursuant to a call issued by the Farm Board to the National Wool Growers Association and its affiliated state wool growers' associations and the respective cooperative wool marketing organizations of the United States to meet with the Farm Board for the purpose of discussing and taking initial steps toward organizing a national wool marketing corporation.

After several weeks of earnest work by a committee of representative producers and cooperatives, which was assisted by members of the Farm Board and competent legal counsel, articles of incorporation and by-laws were submitted to the full membership of the board of fifteen directors of the National Corporation at the annual meeting of the National Wool Growers Association at San Angelo, Texas, on November 21, 22, and 23, 1929. At that meeting needed corrections and amplifications were made. Contracts had been drawn for use (first) in affiliating existing and proposed local cooperative associations with the National Wool Marketing Corporation, and (second) in uniting the individual producer with the local cooperative.

A committee of five, consisting of Messrs. J. B. Wilson of Wyoming, L. B. Palmer of Ohio, Roger Gillis of Texas, R. A. Ward of Oregon, and F. J. Hagenbarth of Idaho, was named to complete details of organization. This committee was ably assisted by Messrs. M. E. Stebbins of Montana and J. H. Lemmon of South Dakota. The committee was given authority to close a contract with a selling agent for the National Wool Marketing Corporation under a resolution passed by the board of directors, which, among other things, provided that any agreement or contract proposed with a selling agent, before being entered into, must have been approved by the Federal Farm Board.

Wool dealers and wool firms were given opportunity to make bids and terms for the selling agency. After further days and weeks of discussion and careful consideration, the selling agency contract, at present in force, was closed and signed by the National Wool Marketing Corporation and Draper & Company, Inc., of Boston on February 11, 1930, after approval by the Farm Board. Under this contract Draper & Company are to receive 1.4 cents per pound for warehousing, insuring, accounting, and selling wools and mohair, ungraded or in the original bags. Where found necessary to grade wools, an additional charge of 0.4 cents per pound will be made. In addition to the selling service, the Draper contract provides that they will devote their entire organization, both in the field and in Boston, to the service of the cooperative movement. Since the contract was agreed to, Draper & Company have materially increased their organization by the addition of L. U. Edgheill (formerly of Hallowell, Jones & Donald), Matt Staff (former manager of the National Wool Exchange), both heretofore decided factors in the wool trade, together with such men as "Tommy" Thompson, Lawrence Hills and others of similar ability. Judged by the words of the Apostle, "by their works shall ye know them", Draper & Company have shown as much or more faith in the marketing plan than any other single factor in the movement. The growers are fortunate in having secured such talent not only on the selling end but in their field service as well.

On March 21 and 22, the third meeting of the board of directors of the National Corporation was held in Chicago for the purpose of approving the admission into the National Corporation of twenty-nine local cooperative associations, which are already set up or which are in the process of being set up. Organizations thus approved were three local associations in Idaho; five in Texas; two in Colorado; and one in each of the

following states: Montana, Wyoming, Oregon, Washington, Arizona, New Mexico, South Dakota, North Dakota, Iowa, Minnesota, Missouri, Michigan, Ohio, Kentucky, New York, California, Utah Nevada, and Massachusetts. These cooperatives represent an initial set-up of over 62,000,000 pounds, either contracted or pledged to date, with between fifty and sixty million pounds more practically assured; so that well over one hundred million pounds will be handled by or through the National Wool Marketing Corporation this year. Utah leads with nine million, New Mexico has eight million, and Oregon over seven million pounds. Texas, though late in the field, already has six million pounds signed up with between four and five millions in sight by the middle of April when local organizations will be completed and approved, making a total of ten millions, with a strong probability of as much more before the wool and mohair season is over.

At the directors' meeting it was declared the policy of the National Corporation to allow local cooperatives to accept pools or other aggregations of wools, provided that such wools represented bona fide growers and that their contracts with individual growers complied with the principles of the Capper-Volstead Act and that the Intermediate Credit Banks would accept their collateral.

Wools of like grade and character, from different sections will be sold in an orderly manner in lots of wool in what is known, in trade parlance, as "lines of wool", and when such "lines" from each state are sold, then final settlement will be made with each grower through his local cooperative. In other words, it is planned, in so far as possible, that the Texas grower will not have to wait until the Oregon or Ohio grower sells his wool, but that he may receive final settlement when the Texas "lines" are sold and interest and price averages are "ratably" calculated.

Plans were discussed looking to the final settlement with various state and local cooperatives at the end of the wool season of 1930, and before 1931 wools begin to come in. In passing from one

season to another there is bound to be a certain amount of unsold wools. The consensus of opinion of the directors seems to be that these remaining wools should be taken over at the then prevailing prices, through machinery provided by the National Corporation for that purpose, and with the approval of the Farm Board, and that as soon as physically possible thereafter full settlement of all accounts with local cooperatives and through them with individual growers, will be made for the preceding season.

A decided effort is being made by the National Wool Marketing Corporation and Draper & Company to extend, or rather bring back, the use of mohair that formerly prevailed. The market for mohair has been much curtailed by

the use of substitutes in progressively increasing amounts during recent years.

The directors of the National Corporation have been called to meet with the Farm Board in Washington during April, at which time it is planned that certain vexing questions of policy and administration will be definitely and finally disposed of. We growers must remember that this is a new national movement, such as the world has never seen, and that we are without precedent or past experience to guide us. Great progress, definite in its character, has been made. With a little patience and confidence we may feel assured that a well-nigh perfect marketing and financing system for the wool grower will be developed during the present year.

THE FINAL PULL

WE are now entering the critical period in the organization program of the National Wool Marketing Corporation. Developments during the next thirty to sixty days will determine the extent to which our attempt to develop a powerful national wool cooperative merchandising system will succeed.

An opponent of our program recently said, "I don't believe the Farm Board will be able to accomplish what it set out to do in wool marketing." One hears frequently talk about the Farm Board doing this and that. Now, let us get it clearly fixed in our minds that it isn't the Farm Board that is taking the leadership in this wool cooperative movement. The Farm Board has extended to the wool industry extremely valuable facilities and opportunities but it is up to us as growers whether we take full advantage of those opportunities.

The Farm Board is doing all it can to help the wool movement and is behind our program 100 per cent. Opponents may tell you otherwise but they are only misleading you. Statements have been made to the effect that the Farm Board is drawing back on its promise to make secondary loans on delivered wool that

will bring the total advance up to 90 per cent. Such assertions are without foundation. The best assurance we can have that the Board is going to stand back of its promises is that it is already doing so. Advances have been and are being made on early wools in the southern states and the growers are extremely well satisfied with the valuations placed on their wools by Draper & Company and the advances they have received. Don't let anyone tell you that the Farm Board is backing up on this movement. The Board is pledged to aid in the development of strong nation-wide, grower-controlled, commodity marketing organizations.

Let us keep in mind that this is our first big chance to develop the kind of grower-operated marketing organization we have dreamed about, and take full advantage of the generous opportunities about us. Without the opportunities represented in the Farm Board program ours would be an insurmountable task. But through organized effort we can take full advantage of every opportunity offered.

J. B. Wilson, Secretary-Treasurer.
National Wool Marketing Corporation.

What To Do About Lamb

President Hagenbarth, E. S. Mayer, H. S. Coffin and R. Brackenbury Present Their Views on What Should Be Done to Improve the Situation in the Lamb Market



"Would it not be nice if sheepmen could figure out what it costs to raise a lamb, add a fair profit, place the resulting figure as a price for the lamb and then get it? The price of our product is never governed, however, by cost of production, but practically always by that old law of supply and demand."

—E. S. Mayer.

THERE follows an article on lamb advertising by E. S. Mayer, of San Angelo, Texas, which we earnestly commend to sheepmen. For several years past we wool growers have preached that lamb production was overtaking consumption. This prophecy has apparently been realized. With top fat lambs selling at \$3 to \$4 below last spring's price, lamb feeders are facing serious losses and the industry is threatened.

Although the range man received fair prices for his feeder lambs last fall it is apparent that the buyer, who has been compelled to take heavy losses on his purchase price and feeding costs, cannot be expected to like it and come back again this year for similar punishment.

The victim of lower prices on the mar-

ket is always in the end, the producer.

The low price of wool, which has taken a toll of \$1 or more per head from lamb values, does not by any means account for the entire lowering of lamb prices. Unemployment throughout the country has undoubtedly somewhat reduced lamb consumption, yet this fact cannot account for the avalanche of lower prices. There were about one million more lambs marketed in 1929 than the year before. This increase has apparently been too much for the market.

This state of affairs should give serious concern to the lamb producer. He is facing a future which demands action. Production cannot be curtailed without more or less destruction to a basic industry. The only reasonable belief must be

brought about by an increase in consumption and such an increase can only be effected by advertising, but advertising costs money. When will the producer of lamb realize this fact?

An industry representing an investment of upwards of one billion dollars with an annual income of over \$200,000,-000 expended less than \$40,000 last year for advertising—or less than one five-thousandth (1/5000) of one per cent! Of this amount expended for demonstration work last year the Nebraska-Colorado feeders contributed one-half and their interest in lambs is only secondary to that of the producer.

Five cents per head (or \$14 per double deck car of lambs worth about \$2,000.00) would provide an advertising fund of

around \$1,000,000. Such a fund expended annually for advertising should accomplish our purpose. An increase of ten per cent or one half pound per capita in consumption would stabilize prices on a fair basis, and bring returns which would pay costs of production plus a fair interest on investment.

One million dollars per year would mean about one two-hundredths (1/200) per cent of the annual gross returns received by the growers for lamb and wool, or one ten-thousandth (1/10,000) of one per cent on the billion-dollar investment in the business.

It is out of the question to raise this advertising fund by direct appeal for contributions from the producer. Two ways of approach remain: First, an act passed by each state legislature setting

up machinery within a livestock commission to levy a small tax on sheep, the proceeds to be used for advertising and general good of the industry. In some states this plan is unconstitutional and at best is difficult to accomplish. Second, under an amendment by Congress to the Packers and Stockyards Act, to secure authority to deduct an amount agreeable to the producer and feeder of livestock, from each account sales rendered by the commission merchant when livestock is sold on the market, funds thus secured to be used for advertising through plans made by the national livestock and marketing associations, and approved by the Secretary of Agriculture or the Federal Farm Board. Thus the grower can get results.

F. J. Hagenbarth.

benefit of those to whom it might be a strange subject, I would like to state a few facts.

From a reliable source of advertising information come the following figures:

In 1917 the annual per capita consumption of bread was 74.4 loaves; by 1921, due to organized effort and advertising, per capita consumption had increased to 122.4 loaves.

In 1909 the per capita consumption of oranges in this country was 37.5. In 1921 this had increased to 60.7 oranges per capita, largely due to the educational advertising of the Florida and California citrus exchanges.

In the four years from 1919 to 1923, cooperative marketing and advertising increased the demand for face brick 143 per cent.

A marketing association of walnut growers in California started to advertise and sell their walnuts in 1915. In seven years they had increased their sales 220 per cent.

After two years of vigorous advertising, kraut sales jumped 275 per cent and raisins increased 207 per cent in seven years.

In 1909, 401,940 cases of canned pineapple were marketed in the United States. In 1919 after a period of ten years, the growers' advertising had built up this sale to 5,071,976—an increase of 1150 per cent.

In the summer of 1927, a large national advertising effort was sponsored by the Institute of American Meat Packers and was known as the Ham and Bacon Campaign. It called for the expenditure of \$300,000 in seven weeks. The meat packing industry was in rather a ticklish situation at that time on smoked meats. In June of that year there was a surplus stock of 112,000,000 pounds of ham and bacon, and this surplus—coupled with its steadily declining price—indicated the packers were going to lose a great deal of money unless they unloaded the surplus quickly and firmed the price to some extent. The result of that campaign was that slightly over 87½ per cent of the surplus was moved (normal stocks, of course, moving at the same time) and the price firmed. The packing industry gave the advertising

What'll You Take For Your Lambs?

By E. S. Mayer, San Angelo, Texas

WHAT'LL you take for your lambs? Would it not be nice if we lamb-raisers could do like many other business men do, simply sit down, figure what it actually costs us to raise a lamb, add a fair profit, place the resulting figure as a price for our lamb and then get it? Yes, that would be nice, but have we ever been able to do it just that way? Will not the history of our business show that the price of our product is never governed by the cost of production, but practically always by that old law of "Supply and Demand"?

I am not going into the economics concerned in the producing and marketing of our product because I have a slightly different message which I am going to attempt to put across in this article. You all know well enough the details of the facts which I have stated in the preceding paragraph, but since the law of supply and demand is what governs our business, we should concern ourselves somewhat with the study of that law and with controlling it as much as possible, if it can be done.

The sad story contained in the present day market reports concerning lamb indicates that something is wrong. Accord-

ing to our aforementioned law, it should not take a particularly smart person to see that the supply is exceeding the demand. We should, therefore, concentrate a certain amount of our thought and energy in doing one of two things, either decrease the supply or increase the demand.

Now, about decreasing the supply, I need not say much, as I believe that you will all agree with me that the ranchman, or agriculturist of any kind, is the hardest person in the world to prevail upon to cut down the supply of his product as long as it is bringing a fair price. That naturally means that practically the only way to get him to reduce his crop is to depress prices and this, as you know, is ruinous, and is the very method that we want to avoid.

The most logical reasoning, therefore, would lead us to the conclusion that we should devote our energies to increasing the demand for our product and that leads us to the topic of this article.

It has been said that the hen is the greatest advertiser of all. She never lays an egg but what she tells the world about it. The effectiveness of advertising is well known to many people, but for the

campaign a great deal of credit for having averted a serious situation.

What advertising has done for these products, it can do for lamb, and do not lose sight of the fact that if the demand increases our present stocks will not only be moved out in quick order, but we might also expect prices to soar and remain steady.

Unfortunately there has been much harmful propaganda tending to hinder the cause of meat consumption, and naturally lamb comes under this heading. Month after month dietitians have been quoted as cautioning against the eating of an excess of meat. Constant vigil is being kept by the National Live Stock and Meat Board for such propaganda now and they have done much good work in counteracting its effect; but when the public once embraces an idea or doctrine, it usually holds quite tenaciously to it. Not so long ago it was customary for the average American family to eat meat three times a day. Today there is a growing tendency to eat meat at only one meal a day and some people are even dispensing with meat entirely.

More and more restaurants are featuring "Vegetable Dinners". More and more business men and women are lunching at drug stores and lunch counters and the consumer's dollar spent in this way seldom includes any expenditure for lamb. Cheese sandwiches, egg sandwiches, tomato sandwiches, and among the meats, ham and roast beef and tongue sandwiches, are habitually offered, but rarely lamb.

This gradual change in our national eating habits can be traced to the enormous advertising of rival food manufacturers. It is quite significant that the total advertising of food products in the year 1927 in magazines alone totaled \$23,700,000—and of that only \$614,000 was spent in advertising meats, \$614,000 telling the public about the healthfulness and deliciousness of bacon and ham while competition in the form of non-meat foods was spending thirty-nine times as much—\$23,086,000.

Right here let me say a word about the use of meat in the diet. Contrary to prevailing opinions and instructions given by many of the medical fraternity, meat

is not so harmful as many have been led to believe. An experiment conducted by the Russell Sage Institute of Pathology in which, for one year, Dr. Vilhjalmur Stefansson and Mr. Kasten Anderson, arctic explorers, lived on an exclusive meat diet, showed that general good health was retained by both men during that period and that there was no indication of "decrease in mental or physical efficiency, the kidneys and blood pressure were unaffected, and there was little change in weight." (A report of this experiment appeared in the October, 1929, issue of the National Wool Grower.)

This experiment furnishes a convincing demonstration of the value of meat in the diet.

In a new national magazine called Fortune, the following statement recently appeared: "Pork products make up the greatest part of the packers' total. Each day the United States eats about 30,000,000 pounds of pork products, 19,000,000 pounds of dressed beef, 5,500,000 pounds of chicken, ducks, etc., only 1,750,000 pounds of lamb and mutton." Pause a moment and think of that! Only 3.1 per cent of the daily consumption of meat is lamb and mutton. Why should this condition exist? Lamb is a very delicious and palatable meat. Doctors very often prescribe it in preference to the heavier pork and beef. People should eat more of it and it is very likely that they would if they knew more about it. And that is what we must do—tell them all there is to be told about lamb.

Let each producer ask himself if he eats his share of lamb. Do you eat as much lamb as you do beef or pork or poultry; or are you like some others, cutting out all meats?

In order to increase the demand for lamb effectively, we must reach the actual consumer of it. We can talk it among ourselves, praise it to the feeders and packers, entreat the butchers, restaurant and hotel men, but in the final analysis, it is the person who actually chews the meat and swallows it who must be reached and convinced.

In order to do this effectively, we should launch a national advertising campaign of huge proportions. A few thousand dollars or even a few hundred

thousand dollars will not accomplish much. We should try to appropriate at least \$1,000,000 or more annually for this purpose, and by annually, I am implying that this should be a permanent program. The effects of advertising are cumulative. The results of an advertising campaign put on in one year are often more noticeable the year following than in the year in which put on.

This leads us to the most difficult problem—that of raising the necessary funds. Funds we must have, because advertising costs considerable money. That fact in itself proves, to a great extent, the value of advertising. Its various forms could not command the high prices paid for it, unless its worth had already been proven.

But the average ranchman has never become advertising minded. He has practically never before had to advertise, especially on a large scale. The packers have done a great deal of advertising in the past, mostly on pork products. They have felt, though, that livestock producers would benefit by any advertising campaign on meat proportionately with the packers and that, therefore, they should supply some of the necessary money. Mr. R. C. Pollock and his associates on the National Livestock and Meat Board have for some time past been explaining to various livestock groups the whole subject of food advertising and its relation to the meat industry. The National Wool Growers Association and other more local associations interested in lamb have also become interested in lamb and have also awakened to this necessity and all have accomplished a great deal toward educating the livestock producer to this need and prevailing upon him to contribute funds. The funds raised so far, however, have been vastly insufficient to put on a large national campaign to reach the consumer of lamb.

Most of the funds so raised have been expended in holding meat cutting demonstrations at cooking schools and for the benefit of butchers in order to show them how to cut up a carcass more profitably and more attractively. Some money has been used for preparing and distributing recipe booklets. All of this

has done good but there have been insufficient funds for the proper work.

To show that the need for advertising is being recognized by stockmen, in January the Colorado-Nebraska Lamb Feeders Association appropriated from \$18,000 to \$20,000 for a very brief radio program. It is reported that the program was quite a success when it is considered that only a small amount of money was expended.

Let me repeat, what we really need is a campaign which will reach the actual consumer of our product, and more especially the housewife, who, as a rule, is the dietitian of the family. In order to do this, regular advertising should be carried on in some of the large national magazines whose power is known. Also the radio could be used to advantage on large national hook-ups. But, as has been said before, this all costs considerable money and as we lamb raisers are the ones to profit, we are naturally the ones who must furnish the money.

According to government statistics, the lamb production in the United States in 1929 was, roughly speaking 25,000,000. If each producer would agree to spend five cents per head for each lamb he raises, we could count on a net amount of at least \$1,000,000 per year to use for advertising. And what producer is there who should not be willing to spend a nickel advertising a product for which he hopes to receive not less than anywhere from \$6.00 to \$10.00? If we can raise the price of our product a dollar a head or even fifty cents a head, it is worth that nickel. To put it in another way, by spending a nickel per head it may save us from having to take one dollar, two dollars, or who knows how much less, for a lamb this fall than we have been getting in the past.

Let us all awake to this need! Help raise this money so that we may tell the world about lamb! Then the story will not be such a sad one when we are asked, "What'll you take for your lambs?"

Adjusting the Surplus in Lambs

By H. S. Coffin, Yakima, Washington

IT has occurred to me that one of the best ways to adjust what appears to be an overproduction or an oversupply of sheep in the United States is by all of the members of the National Wool Growers Association agreeing not to breed their yearling ewes this fall.

In round numbers we will say that there are forty-five million sheep in the United States, that thirty-six million of these are ewes and that they would be divided up about six million each of yearlings, two-year-olds, three's, four's, five's and six-year-olds and up. Probably these six million yearling ewes would raise five million lambs, so that by cutting out the breeding of yearling ewes we would decrease the number of sheep in the near future by five million head.

Now at the present crisis of wool and lambs there is no money in breeding yearling ewes as we figure the cost of running a ewe and raising a lamb from her is approximately \$11.00. In our country we can run a dry sheep a year for about \$5.00, thus leaving an excess cost of \$6.00 if we breed the ewes. To break even we would have to average \$7.50 in the fall for each lamb from these yearling ewes and it is doubtful if we will be able to do so.

On the other hand, should we run the ewes over dry, we get from one to one and a half pounds more wool, and the ewes will be much larger and in better condition to breed as two-year-olds the following fall. Then in all probability the lambs from thirty million ewes would bring almost as much on the market, owing to the fact that there would not be an oversupply, as the lambs from the thirty-six millions which would include the breeding of the yearlings.

We often hear of the prices of agricultural crops being increased by burning up a certain portion of them. In the above case I figure we would be ahead

by not breeding our yearling ewes should prices remain as they are, even though we got no higher price for the smaller quantity of lambs that would be raised.

To relieve the immediate situation, the most extensive campaign for the sale of lamb should be conducted to bring about a heavier consumption while the price is low.

Through the retail shops the packing company in our town has just put on a sale of lamb, selling in whole and half carcasses at a price of about twenty-five cents per pound. Ours is a small town of about twenty-five thousand people and in three days over four hundred head of lambs were sold. Ordinary sales during that period would not exceed forty or fifty head.

Now, it seems to me that if sales could be run or promoted all over the United States by butchers at prices for wholes and halves of twenty-two to twenty-five cents, which I believe would give the retailer a good profit, that the surplus would be worked off and the consumption of lambs and an appetite for them would be very much increased. I believe that now is the time to get more of the people of the United States accustomed to using larger quantities of lamb and mutton.

Some eight or ten years ago I was caught with a supply of aged ewes which I positively could not sell in this district. I put on a sale and disposed of twelve hundred head in two weeks. This was more than this town and vicinity had consumed in a year, but it goes to show what can be done in a direct or nearly direct campaign from producer to the consumer.

Believe you will agree with me that now is the time to step on the consumption of lamb proposition.

The Lamb Feeders' Attitude—Need For Action By Producers

By R. Brackenbury, La Jolla, California

THE range grower of wool and lambs is facing an extremely critical situation, and judging from past experience, it is more than probable that he will awaken too late, and terrible losses result that might have been lessened by foresight and constructive action.

The lamb feeders were in a similar situation and were late in getting into action. The result is that while they undoubtedly mitigated the extreme severity of the calamity, it has been a calamity to the feeding industry nevertheless. It is well to review their efforts as far as my knowledge of them permits.

It was early in December that a check-up resulted in the conviction that there was a decided surplus of lambs on feed. The feeding associations appointed representatives who promptly went to Chicago to interview the packers. They were assured by the packers that they would do all that they could, but the low value of the pelt and the industrial situation were pointed out as being fundamentally bearish factors, and the feeders were urged to do all that was possible on their own initiative. The very capable Meat Board also tendered their assistance, and it is to their credit that they continue a steady, consistent effort to counteract anti-meat-eating propaganda, but, as lamb feeders and lamb producers must realize, they are working for meat in general and not for mutton and lamb in particular.

Railway officials were interviewed and promised to do what they could to increase the interest of their patrons by having lamb in different forms on the bill of fare and by putting stickers on the menu cards and they have done as they promised. However, as the season advanced and the government published through the Bureau of Markets statistics showing about a million more lambs on feed than in the preceding year, with a forecast of lower market prices, it was borne in on the industry that greater efforts were needed and at once if the

situation was to be helped. Again representatives of the feeders journeyed east; they interviewed the packers and going on to Washington, they appealed for aid to the Federal Farm Board, the Department of Agriculture, the Secretary of War and other high officials.

The meeting with the Federal Farm Board was disappointing. No one seemed able to work out a practical remedy for the situation. Surplus wheat might be taken off the market and warehoused, but this could not be done with living lambs, and though a suggestion was made that a number be taken off the market and fed out in feed barns near Chicago, it was at once apparent that this would result in a larger glut, and the gain would, like a shot of moonshine, be followed by a headache. The one possibility, that of purchasing from the packers at cost and exporting 20,000 or more carcasses a week, selling these at a loss, but relieving the situation, was not considered or discussed. With the Bureau of Markets was discussed the inadvisability of price predictions, and this practice, it is believed, will be discontinued.

The feeders themselves, however, set to work and initiated radio broadcasting programs, sending out recipe books free that showed the many delightful ways of preparing and serving mutton and lamb. Stickers were also distributed to use on correspondence through the mails. While this helped, it could not prevent the market slumping to a level that resulted in a loss of from \$2 to \$6 a head.

How do the feeders feel about it, the grower will anxiously inquire. They say they hope to buy their feeders—those at least who are not crippled so badly by their losses that they cannot feed—at prices so cheap that their very cheapness will leave a probability of profit.

The producer should awake to the necessity of creating a big enough demand for lamb to take care of this year's yield that will be sent marketward. This means advertising, and there is one form

of advertising that can be started without delay and without funds by every sheep man, be he range man, farmer or feeder: Let him interview every restaurant in his town or village, and note the bill of fare. Does it include lamb, if not, why not? See to it that there is included on the bill of fare, roast lamb, stewed lamb and dumplings, potted lamb en casserole. Get the recipes for them, this will help a lot. See the retail meat dealers. Do they sell lamb; if not why not? See they are ready to supply the trade or find out why not. Then be prepared to stand behind your associations, local and national. Let us raise enough money and push the sale of our products.

THE SPRING SEASON IN TEXAS

THE spring lambing season in Texas now being completed finds the state with perhaps no more than a 70 per cent lamb crop, while the crop of kids from the goats has been no more than 60 per cent. Spotted rains had fallen at the first of April and the need for green food for the young lambs was urgent indeed. No contracts of these lambs had been reported in any great numbers although some had been sold for fall delivery at \$6. Some good two and three-year old ewes out of the wool with lambs brought \$10. Just what the yearling ewes will command out of the shearing pens is yet to be determined, but some believe that they will command \$8 or more, while others say \$7. The speculative money isn't out for much of a ride in the sheep business.

The clip of wool is to be light, about 10 to 15 per cent lighter than last year, though the staple is good. The shearing will be finished in June with most of it to be done in the middle of May.

The executive committee of the Sheep and Goat Raisers Association meeting in Sonora on May 8 will make final plans for the convention to be held in Brady at the latter part of July.

San Angelo, Texas. Sam Ashburn.

Handling the Market Situation in Australia

By A. C. Mills

Melbourne, February 15, 1930

THE past month has been notable for peculiar developments in connection with marketing of the Australian clip. As hinted in previous letters the new federal government, which is of Labor persuasion, has a strong predilection for "rushing in where angels fear to tread", orderly marketing, or rather government control of marketing, being one of its specialities. A number of kite-flying, but withal quite indefinite, references have lately been made by responsible ministers to the alleged necessity for interfering with the wool market with a view to its stabilization. These may, or may not, have been prompted by a small section of growers, but, anyhow, the position was becoming so uncertain that the Graziers Federal Council found it advisable to lay their views on the subject before the Cabinet.

Accordingly a delegation which claimed to represent the owners of 90 per cent of the sheep in the Commonwealth, waited on the Prime Minister and other members of the Cabinet about three weeks ago. This explained in no uncertain terms that the organized graziers had every confidence in the recovery of the wool market, and politely intimated that the last thing required was government interference. Any suggestion of price fixing was deprecated as likely to fail in its object, besides being dangerous. The Prime Minister assured the delegation that the government had no desire to "butt-in" in the affairs of the pastoral industry. He also stated that he recognized how serious the position had become through the drop in prices, and if there was any way in which the Ministry could cooperate with growers in stabilizing the industry it would be glad to assist, etc., etc. In almost the same breath the deputation was informed that there was no chance of the government reducing either land or income taxes, which press so heavily on the pastoral industry.

Whether the Graziers Federal Council really represented the views of 90 per

cent of the sheep in Australia is impossible to say, but the fact remains that two new organizations were formed just after the above interview to voice other proposals. The first has been given the grandiloquent name of Australian Grazing Industries Defence League, and had its origin in Queensland. According to its spokesman it is intended that the organization shall be subsidiary to and not competitive with the Graziers Federal Council. Its objects are "the rationalization of the industries of wool and meat production in Australia by the exploration of all avenues of action likely to restore the safety of those industries and the stabilization of market values". The league's stabilization plan provides for the control of the entire wool clip for the next five years by graziers working on cooperative principles under government authority. Further, the secretary of the league states that it has opened up negotiations with Great Britain for the latter's acquisition of the entire clip for that period. The price suggested as the basis for such negotiations is an average of 31 cents per pound for all greasy wool, with a share of any profits from re-sale. That appears to be about all, and one cannot but admire the audacious ambition of the league's sponsors.

The second organization saw light in a small country town in Victoria and rejoices in the name of the Australian National Woolgrowers Association and Publicity League. It, with almost equal ambition, proposes to stabilize the wool position by the formation of an Australian Wool Corporation, which is to be given statutory powers to take control of the marketing of the clip, conduct the "wear more wool" campaign and make levies. The suggested rate of levy is \$1.20 per \$500 on all wool realizations.

The new associations are both obviously minority movements, and in no sense representative of the great bulk of growers. Such membership as they are likely to attract will be chiefly among the owners of small flocks, but it is recognized that they are none the less dangerous in

that they may lead to the disintegration of some of the old established organizations which have fought the battles of large and small men alike for nearly forty years.

That all the talk and resolutions favoring stabilization, to say nothing of the formation of new leagues, would not steady the wool values became evident as time went on. As a matter of fact the period covered by the discussions and movements briefly summarized above was one of extreme weakness in the market, which resulted in a drop of from 10 to 15 per cent in values. So desperate did the position appear to be getting that the Australian Woolgrowers Council and the National Council of Wool Selling Brokers held a joint conference to consider an immediate future selling policy. The conference took place on February 5, when the following line of action was adopted:

1. To extend wool sales to the middle of August instead of terminating at June 30.
2. To spread offerings as nearly as possible equally over the intervening period.
3. To have brokers take such action with their clients as will insure that wool will not be sold under the previous week's level of values.
4. To invite South Africa and New Zealand to adopt a similar policy in regard to the marketing of their clips, and to approach London brokers in a similar way.

The estimated quantity of wool available for sale between February 1 and mid-August is 1,336,000 bales, representing rather more than half the total clip, while the average limit below which wool is not to be sold is said to be about 18 cent per pound, grease basis. Whatever the cause, it is gratifying to note that the market firmed immediately after the decisions of the conference were announced. Values advanced from 5 to 7½ per cent at all selling centres and that firmness has been maintained to date.

The wool market of New Zealand has followed that of Australia fairly closely, being decidedly weak in January with heavy withdrawals from auction, and improving slightly this month.

Some Important Factors in Lamb and Wool Production

Review of Experiments Conducted at the Montana Experiment Station
By W. E. Joseph

Size of Ewes in Relation to Production

RECORDS of production of 280 grade fine wool ewes of the foundation flock of the experimental band owned by the Montana Experiment Station show that some ewes produced fleeces that were worth as little as \$1.50 each, and other ewes of the same flock produced fleeces worth as much as \$2.92. On the other hand, the lamb crops varied in value from \$5.80 to \$13.10. In other words the variation in the values of the average fleeces from individual ewes was \$1.42, and the variation in the values of average lamb crops was \$7.30 at more or less arbitrary prices of 25 cents per pound for wool, and ten cents per pound for lambs. Recognizing the importance of variation as the basis of selection, it is quite obvious which offers the greater opportunity for improvement from the standpoint of income.

Selection for wool production before or during shearing has been a much simpler matter as there was no difficulty in identifying at that time, a ewe that produced a given fleece. On the other hand it is impracticable to attempt to identify the individual ewes of a band that have raised the better lambs or pairs of twins. The only guide in selection for lamb production has been the judgment of the individual doing the selecting of the productive ability of the ewe.

The most accurate indication of lamb production so far found in studies of this question at the Montana Experiment Station is the size or weight of the ewe. The weights used as a basis for the study were taken in midwinter during the last part of January or the first part of February, and only weights taken when the ewes were practically mature were used. To offset in some measure the effect of varying condition, three weights taken in successive years were used if the ewes were old enough at the time the study was made.

The records of production of two separate groups of ewes have been compiled.

The relation in size to both wool and lamb production is shown in Table I.

Considering first the 277 head selected from the foundation flock, the average

the weights of fleeces to increase with the size of the ewes. The maximum spread between the lightest and heaviest groups was one pound.

TABLE I.
Relation of Size of Grade Fine Wool Ewes To Their Production

277 Head

Weights of Ewes lbs.	Number of Ewes	Av. Weight of Lamb Crop lbs.	Twin Lambs Raised	Av. Weight Per Pair lbs.	Av. Weight of Fleece lbs.	Value of Two Av. Crops
		No. of Pairs				
100 or less	28	71	7	113	8.4	\$ 9.20
101 - 110	68	80	46	124	8.5	10.12
111 - 120	82	84	57	124	8.9	10.62
121 - 130	64	90	65	132	8.9	11.22
131 - 160	35	92	30	131	9.4	11.55

88 Head

115 or less	5	76	...	...	9.4	\$ 9.92
116 - 130	23	81	2	148	9.2	10.40
131 - 145	37	90	14	147	9.8	11.45
146 - 165	23	94	15	148	10.3	11.97

lamb crop of the ewes that weighed 100 pounds or less was nine pounds less than that of the group that weighed 101 to 110 pounds. By successive steps each group of ewes produced heavier average lamb crops. It is interesting to note that the spread between the values of the average lamb crop produced by group of lightest ewes and that produced by the group of heaviest ewes was greater than the extreme spread between the values of fleeces of individual ewes.

A part of the difference in the weights of average lamb crops was due to the larger percentage of twin lambs raised by the heavier groups which varied from 5 to 20 per cent of the total number possible in five lamb crops. A smaller factor was the heavier weights of the pairs of twins. However, the average weights of the single lambs was progressively heavier as the ewes increased in size.

While the weights of fleeces were not so closely related to the weights of the ewes, there was a distinct tendency for

The differences in values of the two average crops of successive groups varied from 35 cents to 93 cents with a maximum variation of \$2.35.

Notwithstanding the fact that the average weight of the second group of ewes was twenty pounds greater, the relation of the weights of the average lamb crops to the size of the ewes was even closer than that of the foundation ewes. The percentages of twins raised and the weights of fleeces showed relations similar to those found in the first group.

Data taken from a third group of 128 ewes confirm the above results.

An interesting side-light on the significance of this work may be gained from the observation that size of the ewes has thus far proved a more accurate measure of lamb producing ability than the performance of their dams as indicated by preliminary results on the inheritance of this trait.

Effect of Age of Ewes and Other Factors on Production

Data on the records of production of grade fine wool ewes covering a period

of eight years indicate that under favorable conditions the period of their usefulness may be appreciably longer than is often considered, and that the decline in production of these ewes with advancing age is quite slow and gradual. Further, the peak of wool production as indicated by the weights of fleeces seems to occur earlier than the peak of lamb production.

For the present purpose the weights of fleeces and of lamb crops of 116 ewes were compiled. Each of these ewes had produced seven fleeces, and six lamb crops at the time they were seven and one-half years old. In addition the records of 160 ewes, including many of the ewes of the aforementioned group, were compiled to obtain a comparison of their productivity at ages of seven and eight years. Each of these ewes had raised lambs at ages of six, seven and eight years. Since a period of rest from raising lambs influences the weights of fleeces, and may possibly influence the weight of the lamb crop of the following year, the groups were limited to ewes that had raised lambs each year of the period under consideration, and in the latter case, during the year immediately preceding the period of observation.

weights of the third, fifth, seventh, and eighth fleeces. The light weight of the first fleece seemed to be due to the age and stage of development of the ewes at the time of the first shearing. The second fleece was comparatively heavy due to more advanced stage of development of the ewes combined with but little or no drain on the ewes by lamb production during the period of growth of the fleece. The third fleece seemed to be normal in weight for these ewes that had raised lambs during the period of growth of the fleece. The weather records for 1925 apparently revealed the cause of the heavy weight of the fourth fleece. The winter of 1924-25 was open and dry with little covering of snow, and with much high wind, dust storms, and drifting of soil. The spring of 1925 was also dry with considerable wind of rather high velocity, and practically no rains of sufficient volume to exert any washing effect on the fleeces. The result was that practically all of the accumulated "grease" and dirt were retained in the fleeces until shearing time.

A markedly different condition prevailed in 1927, causing the fleeces to be much lighter in weight than usual. The winter of 1926-27 was characterized by a good covering of snow, and the following

than the usual amount of yolk or "grease." It seemed evident that the variations in shrinkage of the fleeces clipped in 1925 and 1927 were the chief factors in causing the marked changes in weights of fleeces, although no data on shrinkage were obtained due to lack of facilities. Average shrinkage would not seem to apply to the fleeces clipped in 1925 and 1927.

The influence of age, under conditions of continual lamb production, seemed to be best indicated by the weights of the third, sixth, seventh, and eighth fleeces, which show a slow, gradual decline. The influence of lamb production is indicated by comparison of the weights of the second and third fleeces, which show a marked difference.

Weights of Lamb Crops

Ages of the lambs of the first crop at the time of weighing as well as age of the ewes resulted in a lamb crop that weighed but 63 pounds. In addition to this factor the summer range was slightly lower in quality than that used during the two subsequent seasons. Another marked change in weights of lambs occurred in 1926. This change was due mainly to the difference in the type of summer range. Previous to 1926, the summer range lay in foothills or low mountains, while from 1926 to 1929, inclusive, the sheep were grazed on high mountain range during the summer. The effect is clearly reflected in the weight of the lambs. There was an addition of five to ten per cent to the range in 1928, which may have caused the high point in the weight of the lamb crop to be reached that year.

The percentages of lambs raised showed a steady increase to the fourth crop. The sharp decline of the fifth crop, produced in 1927, was due mainly, if not wholly, to a very unfavorable lambing season, which hardly needs further description than that given in the section on weights of fleeces. The subsequent crops show little change in percentage of lambs raised with the exception that they were a little below the peak reached in 1926.

The evidence indicates a peak in lamb production by the six-year-old ewes after making allowance for the bad lambing

TABLE II.
Influence of Age and Other Factors on Production
116 Grade Fine Wool Ewes

YEAR	Age of Ewes Years	Av. Weights of Fleeces lbs.	Av. Weights of Lamb Crops lbs.	Av. Age of Lambs Days	Percentage of Lambs Raised
1922	1	7.5	---	---	---
1923	2	9.9	63	136	105
1924	3	8.9	82	155	116
1925	4	9.9	83	149	124
1926	5	8.7	98	155	128
1927	6	7.8	99	156	116
1928	7	8.4	103	150	122
160 Grade Fine Wool Ewes					
1928	7	8.6	103	151	120
1929	8	8.7	99	149	123

The records of the two groups of ewes are summarized in Table II.

Evidently some unusual influences operated to change the weights of the first, second, fourth, and sixth fleeces from the usual level indicated by the

spring was quite wet as many will recall. At Bozeman there was precipitation on 23 days during the month of May, and on many days the precipitation was of sufficient volume to exert a decided washing effect on the fleeces. The results were light fleeces showing much less

TABLE III.
**Value of Concentrates as Substitutes for Part of the Alfalfa Hay
in Rations for Range Ewes**

No. of Trials	RATIONS FED		Average Daily Gains lbs.	Alfalfa Hay Replaced by 1 lb. of Concentrate lbs.
	FEEDS USED	Alfalfa Hay lbs.		
7	Alfalfa hay	3.66	.....	0.12
	Alfalfa hay and corn.....	2.93	0.29	0.13
5	Alfalfa hay	3.58	.....	0.12
	Alfalfa hay and corn.....	2.83	0.29	0.12
	Alfalfa hay and C.S. cake	2.83	0.28	0.13
5	Alfalfa hay	3.66	.....	0.12
	Alfalfa hay and corn.....	2.93	0.30	0.13
	Alfalfa hay and oats.....	2.94	0.32	0.12

season, and the difference in summer range. The peak of wool production evidently was reached at an earlier age, probably at three or four years, if allowance is made for the effect of lamb production on the weights of fleeces.

In considering the question of the influence of age on production, account must be taken of the conditions under which the ewes are run, especially of the method of handling in winter. The ewes from whose records of production the foregoing results were obtained were fed on hay during the winter season, and were never run on winter range. It has been estimated that the period of usefulness of ewes handled in this manner may be extended as much as two years, compared with similar ewes that are run on the range during most of the winter. This factor may modify the application of the results to conditions under which most of the winter feed is obtained from the range.

Concentrates in Rations for Range Ewes

As substitutes for part of the alfalfa hay in winter rations for range ewes number two yellow corn proved almost equal to choice cottonseed cake if fed at the rate of about 4.6 ounces per head daily. Oats proved to be seven or eight per cent less valuable for this purpose than number two yellow corn. The average amount of alfalfa hay replaced by one pound of the various concentrates fed varied from 2.23 to 2.67 pounds.

These results were obtained in series of five to seven trials of each concentrate. The number of ewes to which each ration was fed varied from 70 to 96 in the different trials. The feeding period extended from the end of the breeding season to the beginning of the lambing season.

Records of weights of fleeces and of weight and strength of lambs at birth for all of the trials showed no variation due to differences in the rations fed.

The average results of the three sets of trials are given in Table III.

Effects of the Amounts of Winter Feed On Production

The theory is often advanced that more liberal feeding of range ewes in winter will result in sufficient increase

in the wool and lamb crops to more than offset the cost of the additional feed. To obtain information on this subject the Montana Experiment Station started a series of feeding experiments in 1925 with two lots of ewe lambs that were fed at different levels—one receiving 2.7 pounds of alfalfa hay per head daily, and the other receiving 3.0 pounds of alfalfa hay and 0.25 pounds of oats.

During succeeding winters the ewes of one lot were fed 3.3 pounds of alfalfa hay, and those in the other lot were fed 4.0 pounds of alfalfa hay and 0.25 pounds of oats. The same ewes have been fed the same ration year after year to the present time to determine the effect of long continued feeding on light compared with heavier rations. The feeding period extended from the beginning of the breeding season to the beginning of the lambing season, the date of the latter being the 12th to the 23rd of April. During the lambing season the entire drop band was fed a ration of four pounds of hay and one-quarter pound of grain.

The ewes were in strong condition at the beginning of the feeding trial. Six per cent or less of the ewes were taken out of the lot on the light ration, and put into the hospital pen because of thin or weak condition. Gains in weight were very small on the light ration, averaging a little over one pound per month in some trials. On the heavier ration the

TABLE IV.
Effects of Amounts of Winter Feed on Production

YEAR	Average Weights of Fleeces Lbs.		Average Weights of Lamb Per Ewe Lbs.		Percentage of Lambs Raised	
	Light Feed	Heavy Feed	Light Feed	Heavy Feed	Light Feed	Heavy Feed
1925	8.7	9.1	.....	.....	.....	.....
1926	8.3	8.8	67	72	92	96
1927	8.9	9.4	63	64	79	79
1928	9.5	10.5	80	86	97	100
1929	10.0	10.5	82	79	104	102
			Med. Feed 1928	Light Feed 1929	Med. Feed 1928	Heavy Feed 1929
Weights of fleeces.....lbs.			10.0	9.9	9.8	10.1
Weight of lamb per ewe.....lbs.			81	88	83	82
Percentage of lambs raised			102	113	102	106

Light feed, 3.30 lbs. alfalfa hay; medium feed, 3.75 lbs. alfalfa hay; heavy feed, 4.00 lbs. alfalfa hay, .25 lbs. oats.

gains were four to five pounds per month.

In five years the total increase in weights of fleeces per ewe due apparently to liberal feeding compared with light feeding was 2.9 pounds or slightly under 0.6 pound per year.

Four lamb crops show a total difference of nine pounds in weights of lamb raised per ewe in favor of the group fed the heavier ration, or 1.8 pounds per year. These increases, even if due wholly to more liberal feeding, were not sufficient to cover more than one-third the cost of the additional feed at present prices. During one unfavorable lambing season, losses of lambs by two-year-old ewes from the group fed the light ration during the preceding winter were heavier than those by ewes from the groups fed the heavier ration, but the difference in weights of the lamb crops was not sufficient to cover the difference in cost of feed.

As a further check on these rations, two additional groups of ewes were started during the winter of 1928-29. Both groups of ewes had been fed essentially the same rations during the preceding winter. The same ewes will be kept in

the two groups, but their rations will be alternated, so that they will receive the light ration one winter and the heavy ration the succeeding winter or vice versa. In this way a more accurate measure of the immediate effect of the two rations can be obtained. The results obtained in 1928 and 1929 show very little difference in production that can be attributed to differences in the winter feed. The preliminary results of these trials, therefore, indicate that increased production on more liberal feed is not sufficient to cover the additional cost.

These results may not be considered applicable to plans of management which involve lambing one or two months before new grass is available. Furthermore, some experience in feeding and lambing may be necessary to determine the minimum ration for wintering breeding ewes which will still enable the ewes to produce a sufficient flow of milk to give the new-born lamb a proper start. Dependence on a given number of pounds of hay is not sufficient, as hay varies greatly in quality as well as kind and in considerable degree, also, in feeding value.

The results of these two sets of trials are given in Table IV.

for meat judges. Would you tell us, instead, Miss Alexander, just how you would cook a leg of lamb for next Sunday's dinner, let us say, in your own home kitchen?

Miss Alexander:

Roasting is the way of all ways to cook leg of lamb. For lamb is one of the tender meats. Every bit of lamb, from tip to tail, is so tender that it can be either roasted or broiled. Lovers of lamb stew, however, need not be worried, for there are many little tit-bits of lamb that are just right for this dish.

As for leg of lamb, select a plump one, cut so as to include some of the loin. Have the butcher leave the fell on. Wipe the leg with a damp cloth, sprinkle with salt and pepper, and rub with flour. Then lay the leg on a rack in an open roasting pan and do not add water. We recommend, by the way, a rack in roasting all kinds of meat. The rack holds the meat away from the pan does away with the bother of turning the roast, and keeps the meat from cooking too fast on the bottom. Put the lamb leg into a hot oven and sear for about 30 minutes. Then reduce the oven to very moderate heat, and continue to roast, allowing about 30 minutes to the pound, including the searing time. A well-fatted lamb leg roasted in this way will need no basting.

When selecting a leg of lamb, or any other roast, suit the size to your family, but remember that left-over lamb is a fine thing to have in the larder. Roast lamb is one of the best meats for slicing cold and every scrap can be used in any one of a dozen hot appetizing dishes.

Miss Van Deman:

You mentioned fell, Miss Alexander. Just what is the fell on lamb and why did you say to leave it on the leg?

Miss Alexander:

The fell is the thin, papery outer covering on a lamb carcass. We always leave the fell on the leg because it roasts more quickly with the fell undisturbed. The meat also shrinks less, and is juicier. Though you sometimes hear that the fell has strong flavor, we have not found this true. For the sake of looks, however, we prefer the fell removed from lamb shoulder, saddle, and chops.

Miss Van Deman:

Glad you mentioned chops, Miss Alexander. Lamb is cut into so many kinds of chops that one hardly knows which to choose. For instance, there are loin chops, rib chops, shoulder chops, Saratoga chops, single chops, double chops, boned chops, French chops, English chops. Tell us, do you cook them all alike?

Miss Alexander:

Quite right, Miss Van Deman. There certainly is variety in lamb chops. But they are all tender meat, and no matter what plain or fancy name they go by, all lamb chops should be broiled. Broiling by direct heat under a gas flame, or over a bed of hot coals, or in an electric grill, is one way. Pan-boiling in a heavy skillet is the other. Chops can be broiled to a turn either way, if the temperature is regulated.

That is one trick in cooking chops. Another is, never cover lamb chops as they are broiling, and never add water. Also there is no question that it is easier to broil a thick chop and keep it juicy than it is a thin one.

(Continued on page 32)

Government Cooking Experts Broadcast Lamb

MISS Van Deman and Miss Lucy Alexander of the Bureau of Home Economics of the United States Department of Agriculture, gave a radio interview, entitled "Lamb as You Like It", at Washington, D. C., over the National Broadcasting System on March 7. "In the brief period of seven minutes allotted to us on March 7," writes Miss Alexander, "we were able to cover only about half the story of lamb. We are sorry to have to omit the very attractive and festive dishes which can be made from the saddle, crown roast and double chops." A good bit of information, however, was included in this talk which was given as follows:

Miss Van Deman:

"Lamb as you like it" has a familiar ring, we are aware. For many of you already

associate it with the government leaflet on lamb cooking. We choose it, though, as the title of this talk because it seems to express, better than any other phase we could think of, the reaction of the American public today to lamb. With our national lamb appetite growing apace, it is good news that this spring will bring more and better lamb onto the market than ever before. Another piece of good news is that retail butchers have learned some smart new tricks in cutting lamb. You have perhaps seen and sampled some of these new-fashioned boned chops and shoulders.

The letters that came pouring in after our talk in January, on cooking meat according to the cut, convinced us more than ever how much interest there is in the application of science to meat cooking. Since then Miss Alexander has roasted still another hundred legs of lamb. This brings her total up to 1700. It sounds more than ever, doesn't it, as though she were out to establish a world record as a meat cook? There is a scientific reason, though, behind the roasting of every one of these legs of lamb in the Bureau of Home Economics, as we explained before. Now, I'm going to ask Miss Alexander to forget for a few minutes about roasting lamb

Around the Range Country

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of March.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

WYOMING

Most of the month's weather was mild and favorable on livestock, though with enough rain and snow for all desert stuff. Toward the close some blustery weather necessitated heavier feeding, and caused a little shrinkage, though not important, and only temporary. The range has remained open, but range forage and moisture supplies were short as usual at this time of year. Livestock have held up well, and shed lambing progressed with favorable conditions.

Gillette

There has been very little snow during March and the weather is good now (March 30). Very little feeding has been necessary this winter and barring January, the winter was one of the best in thirty years. There is a lot of moisture in the ground to start spring feed. Alfalfa hay (to be fed out of the stack) is \$10 a ton.

The breeding season was good and if lambing time is fair, there should be more lambs than were dropped in 1929.

Ernest Spaeth.

MONTANA

Only light feeding was necessary as weather conditions were not severe, and only local feeding was being done at the end of the month, as the ranges were cleared and furnishing some forage. Cattle and sheep are in fair to good shape, most of them having wintered

very well. Early lambing is making good progress with little loss reported. Feed is still short, but moisture is plentiful everywhere, and most livestock are on the open range, receiving light supplemental feed in places.

Lingshire

December and January gave us some bad weather: deep snow and low temperatures. With February came a real thaw, however, which opened the range. There was no snow then until the middle of March. Since then it has been very blustery up to the present (March 31). We are feeding some hay every day and about 200 pounds of cottonseed cake to 2,000 coming yearlings. Some of the stockmen are running short of hay and if it continues to be blustery another ten days, there probably will be some loss.

There seems to be a lull in sheep at present and everybody is frightened. Do not think there is anything to worry about as we get a down movement in sheep every so often and they come back about as fast. Now is a good time to go into the sheep business.

More care should be taken by sheepmen at shearing time. When we shear our bands, I put an extra man on the floor with a broom to sweep head, belly and tags by themselves. In this way the fleeces are kept nice and clean. No matter if the wool is contracted, it should be carefully prepared for market. It is a shame to mix tags with a fleece of wool. The head and belly wool and tags should be packed separately.

We cannot expect to get more for our wool than it can be bought on the sea coast in foreign countries plus the tariff. I think the same tariff rate should apply to all kinds of wool, including rags and carpet wool. Too much carpet wool and too many rags are used now in our cloth. Our country should raise carpet wool too. The United States has enough waste land to produce all the wool we need, but we cannot produce it as cheaply as in foreign countries as Americans live on a higher plane.

Henry Lingshire

OREGON

A considerable amount of frosty weather was reported, but nevertheless pastures and ranges are emerging rather satisfactorily, and livestock are making slow but steady gains in most sections. Rains were generous in the west and northwest, and ample elsewhere. Crops are backward.

IDAHO

This was a good month on livestock, temperatures being moderate, snowfall light, but precipitation plentiful as there was some rain. Ranges are now getting a fine start, affording a little grass but most stuff is still on feed. A few losses occurred during stormy weather among shorn sheep, but early lambs have done well, the increases being satisfactory. Most livestock are doing well. Range bands are still on the deserts where feed is good, but moisture is becoming scarce with the snow gone.

American Falls

Since the tenth of March we have had fair days and cold nights; before that it was quite stormy. As no green grass started last fall, the hay-fed sheep are still on hay (March 23). Some of the sheep have wintered out without hay and have done well with very little corn. Spring grass is slow in coming on account of the cool weather we have had, and there is not much water on the Minidoka Desert. The winter has been an average one, however, as to losses and expense. It looks as if there would be good feed for the ewes after lambing and that the lamb crop will be larger than in 1929.

Shearing is being done at 12 cents a head with board. Alfalfa hay for feeding out of the stack is \$8.00 a ton.

I think most of the wool growers here approve of the new wool marketing plan.

Vern Eames.

WASHINGTON

Spring is advancing rather slowly, but pasture and range browse and forage are making appreciable gains, and livestock are generally in pretty good shape. The closing week was warmer and a good growing week. Spring seeding is well along.

Seattle

Lambing season will soon be here and most sheep are in very good condition for it. Quite a bit of grain is being fed and has been all winter and as a result, most stock are in good condition for the spring. We have more early spring feed for ewes now (March 29) than for many years, and all indications point for much feed this summer. Expenses for feeding were much greater than usual during the winter, but losses of sheep were not excessive. Alfalfa hay can now be purchased at \$15 for feeding out of the stack; baled and delivered, it is \$18.

More ewes were bred, so the lamb crop should be larger than that of a year ago.

Recent sales of ewes have been made at \$9 for yearlings and \$6 to \$7 for older ewes.

The wool marketing plan has been received very favorably in this country; nearly all the growers have signed their wool.

John V. Withers.

Yakima

We have had rather a backward spring with late feeding necessary. At this time (March 24) it is cold and windy and the grass is slow in starting. It is not as good as it should be at this season.

The winter or February lambing has been good and as good or better increase than the average has been made. Should we have favorable weather from now on the spring lambing will also be up to the average.

The wool growers in this section are very much interested in the new wool marketing cooperative association we are forming to handle a large percentage of the clip this season. We believe that

our government wants to help in the marketing of wool and that we should give them an opportunity to do so.

H. Stanley Coffin.

NEVADA

This was a mild month, and while there were several snows, the snow did not get deep nor bothersome, and range moisture was ample in most sections, and ranges were fairly good. Pastures are also fairly good and improving. Shed lambing was completed with excellent results, and range lambing is now progressing under exceptionally favorable weather conditions. Cattle are mostly on the open range. Shearing preparations are being made.

UTAH

Mild temperatures and infrequent rainstorms with very little snow characterized the month's weather, the ground being bare of snow practically all month. It was becoming too dry for ranges in places, but a nice rain occurred at most levels at the end of the month. Sheep have for some time been migrating in considerable numbers from the winter deserts for the want of moisture, but grass is now affording some forage on the way. Cattle and sheep are in fairly good shape and farm flocks are lambing with excellent increases.

COLORADO

Temperature and moisture conditions were favorable for the starting of spring ranges nearly everywhere, and for keeping livestock in generally strong condition. Snow cover came to the lower country now and then, but it soon disappeared, leaving soils in fine shape for spring and early summer range. Grasses are growing fast in the southeastern counties, and ranges are improving slowly elsewhere. Conditions were favorable for early lambing.

Grand Valley

It has been an excellent winter. Since March 1 the weather has been nice and fair feed is promised for the ewes after

lambing. Alfalfa hay is now selling at \$8 a ton when fed out of the stack.

Most of the men here are in favor of the new marketing arrangement for wool.

H. Parkhurst.

NEW MEXICO

Most ranges are fair to good, and livestock are doing well, but more rain is needed in the southern portion, to bring the range on satisfactorily through the spring. Alfalfa is making a nice growth, and browse is softening satisfactorily. A good many cattle are thin, but still strong and improving.

Roswell

March weather for the most part was normal; there were a few high winds and also ten inches of snow on the 27th and 28th. Winter losses were average. The coyotes have taken up 50 per cent of my winter and spring losses. The Biological Survey is doing some splendid work in this section and the coyote will see his last day.

Sheepmen are divided on the new marketing arrangement for the wools. The National Corporation will probably get half of the Roswell wools.

Jesse Corn.

CALIFORNIA

Moisture has been ample practically everywhere for livestock use and range conditions are generally good, excepting in the southeast where more rain is now needed, as the grass is comparatively short. Lambs are now thriving, and sheep shearing has begun under favorable circumstances.

Lodi

We have been having fine weather and good feed in this part of California.

Eugene Tribble.

Sites

The past winter has not been very favorable owing to the lack of rain and cold weather, a condition which was keenly felt by all stockmen. Hay and corn brought high prices and caused sheepmen considerable expense. The old saying

(Continued on page 35)

A New Feature in the Lamb Campaign

Tests Given to Domestic Science Classes to Show the Effectiveness of the Lamb Demonstrations—
March Work Reported

Do the future housewives of America—the high school and college girls—profit from the lamb demonstrations being given in connection with the National Lamb Campaign? Their interest has indicated that they do; and now recent tests add more definite proof that the girls actually retain a large part of the information given to them and will use it to advantage when it becomes their daily task to buy meat for their families.

The tests were inaugurated during the recent campaign in Pennsylvania and will be made a permanent part of the school demonstrations in the future. Students are asked to identify each of their cuts and their papers are graded as in any other phase of their school work.

The test conducted at the Central Junior High School at Allentown, Pa., will serve as a typical example of the manner in which this feature is conducted and the results obtained. Before the cutting demonstration was given the home economics instructor announced to the class that a test on identifying the various cuts would be conducted at the close of the program. After all cuts had been made the animated lamb chart was turned to the wall and each of the cuts given a number. The cuts were then held up before the class, each for thirty seconds, and the students given time to write down the names.

In the ninth grade forty-two girls scored an average of 82 per cent, and in the seventh grade the average of sixteen

girls was 68 per cent. The cuts most frequently missed were the American Leg, 28 errors; Rolled Breast, 23 errors; Rolled Shoulder, 22 errors; English Chops, 22 errors; and Loin End of Leg, 20 errors.

The results of every test given thus far have been very gratifying to those conducting the campaign and the teachers at the schools. When it is considered that the students are entirely unfamiliar with perhaps the majority of these lamb cuts, their grades have been very remarkable.

Iowa Campaign on Full Blast

At the present time the lamb campaign is on in full force in Iowa. In this state the work is being conducted in cooperation with the Iowa State College and reports to date indicate one of the most



A few of the future housewives whom the National Wool Growers Association and the Colorado-Nebraska Lamb Feeders Association are educating on the possibilities of lamb.

successful programs yet held. Prof. C. W. McDonald of the college animal husbandry department is accompanying Max O. Cullen, the lamb demonstration specialist, on the tour of ten representative cities.

Campaign arrangements have been almost entirely in the hands of the college. Excellent support has been forthcoming from newspapers, county farm bureaus, chambers of commerce, women's clubs, hotels, etc.

The itinerary is as follows:

Burlington, March 24-25; Clinton, March 26-27; Dubuque, March 28-29-31; Waterloo, April 1-2; Cedar Rapids, April 3-4-5; Des Moines, April 7-8; Fort Dodge, April 9-10; Mason City, April 11-12; Council Bluffs, April 14-15-16; Sioux City, April 17-18-19.

On May 28 a program will be given in Ottumwa.

Successful Chain Broadcast Comes to a Close

The chain radio broadcasting program in behalf of lamb came to a close on March 27. Up to the present time more than 14,000 requests for the Lamb Menu Book have been received and letters continue to pour in. It is interesting to note that the final week brought the largest number of requests of any period during the broadcasts. On Saturday, March 22, alone, more than 500 requests were received which, according to National Broadcasting Co. officials, over whose chain the program was broadcast, is an exceptional return.

The program was put on the air twice each week—on Tuesday and Thursday morning, at 10:30 o'clock, central standard time, over a network of eleven stations. It featured home economics talks on lamb by Mrs. Grace Viall Gray, nationally known in this field of work, and songs by Tom, Dick and Harry, popular vocal trio.

addressed the assemblage on "Term Permits". He stated that the first half of the ten-year temporary permits had elapsed, adding that over 93 per cent of the grazing was under "term permits".

C. E. Favre, supervisor of the Wyoming National Forest, then spoke on what he considered the two most important range problems, first, best range to be had, and second, how to keep it that way.

S. B. Murray, county agricultural agent of Lincoln County, gave an interesting discourse on poisonous plants of the range, showing a map that indicated where these plants were most numerous, as well as exhibiting the plants and explaining their effect upon livestock, particularly sheep.

In the evening beginning at 6:30 o'clock, the annual banquet was held. It was one of the largest assemblages ever present at a similar Cokeville gathering, plates being laid for over 150. The banquet was prepared and served by the Cokeville American Legion Auxiliary.

At 10:30 Saturday morning, President Noblitt called the convention to order, the city hall, where the business sessions were held, being crowded almost to capacity.

Marshall S. Reynolds, collector of internal revenue for the State of Wyoming who twenty years ago was secretary-treasurer of the Lincoln County Woolgrowers Association, delivered the morning address, taking "Taxation" as his general subject.

Mr. Reynolds was followed by G. T. Thompson, who gave further facts on the National Wool Marketing Corporation. He stated that already four million pounds of Wyoming wool would be marketed through this latest organization which guarantees the grower the best rates of any system, as well as the most favorable advances. He urged the undivided support of the wool growers for the new marketing system. The next speaker was Hon. William C. Deming of Cheyenne, former president of the United States Civil Service Commission. His main topic was the industries of Wyoming. Albert M. Day of the U. S. Biological Survey in charge of predatory animal control, then gave a report of the activities of his department in 1929.

Lincoln County, Wyoming, Growers in Convention

PRESIDENT J. D. Noblitt of the Lincoln County Woolgrowers Association called to order, April 4, 1930, the 23rd annual convention of that organization at Cokeville, Wyoming. Throughout the two days' session there was not a moment that was not considered valuable to those attending. The weather was ideal and when the convention was called to order Friday morning, the largest attendance ever noted at an initial session was present. Forty-five minutes were consumed in an informal meeting to consider the program for the two days. Adjournment was then taken until 2 p. m. Cokeville's hospitality, for which the wool centre is famous, was manifest at both the business and social sessions.

As soon as the Chairman had called the convention to order at 2 p. m. Friday, business of the convention was on in earnest. The first to address the convention was Joe Richards, who talked up-

on the National Wool Marketing Corporation plan. The speaker outlined in detail the newly devised system of wool marketing which was followed by general discussion.

At this juncture, President Noblitt introduced Frank J. Jones, Mayor of Cokeville who delivered a formal address of welcome, and presented the "Key to the City" to President Noblitt.

Following this the Secretary read the minutes of the 1929 convention and gave his financial report, both of which were accepted.

R. A. Pearce, general superintendent of the Oregon Short Line, was the next speaker. He reviewed the activities of his railroad in handling livestock last year, and pleaded for cooperation on the part of the stockmen with the railroad.

Vice President Carollo of Rock Springs then talked upon warehousing facilities in and around Rock Springs.

Mr. Stewart of the Ogden Forest Service

Dean Hill of the Wyoming University gave a talk upon "What's the Matter With Wool?" He urged improvement in breeding stock, culling of lambs, etc. He pointed out the relationship between foreign and domestic markets, and the effect of the oversupply of wool in foreign countries. Mr. Hill spoke optimistically, however, of the future and favored the National Wool Marketing Corporation plan.

At the afternoon session Professor Wheeler of the Wyoming University, gave a meat cutting demonstration, showing various lamb cuts. This was followed

by an address by Hon. P. W. Jenkins of Big Piney on "Our Public Land and State Rights". Mr. Jenkins stated the public land states of the West must fight for their minerals as well as the surface rights. "We must have a resource along with the liability," said Mr. Jenkins. He made a report as a member of the President's Land Commission.

Kleber Hadsell of Rawlins, prominent in state and national wool growing affairs, and author of the Wyoming Truth-in-Fabrics law, gave an unusually interesting discourse on that subject, stress-

sing the injustice to the wool growers through the general use of shoddy.

Dr. Dallas of Cheyenne, connected with the U. S. Bureau of Animal Husbandry, gave a report on the scabies situation in Wyoming, which was followed by a general discussion.

J. D. Noblitt was chosen president for another year and B. J. Carolla, vice president. The convention closed with the annual ball.

Lester G. Baker, Secretary.

The National Livestock Marketing Association

Outline of Plan Submitted to Cooperative Livestock Sales Agencies for Approval

A PLAN for the National Livestock Marketing Association and two subsidiaries was accepted by representatives of cooperative livestock sales agencies at the close of their two-day meeting held in Chicago on February 25 and 26.

The plan for the establishment of the national association, which will be capitalized at \$1,000,000, was worked out by representatives of farmer-owned and controlled livestock sales agencies in cooperation with the Federal Farm Board. The cooperatives and the Board have been on this plan for several months. It provides for two subsidiaries, the National Feeder and Finance Corporation and the National Livestock Publishing Association. It also provides a marketing agreement running between the National Livestock Marketing Association and its member agencies. The member agencies will include the various livestock sales agencies located on terminal markets throughout the United States which in 1929 sold 300,000,000 dollars' worth of livestock and the National Order Buying Company, the Western Cattle Marketing Association, and the state livestock marketing associations.

The national livestock marketing plan and agreement is being submitted to the boards of directors of the different cooperative livestock sales agencies for approval. The national will be incorporated when the plan has been approved

and the marketing agreement has been signed by cooperatives handling an amount of livestock equal to two-thirds the business done by all cooperative livestock sales agencies in 1929, or they have expressed by resolution of their boards of directors that they will sign and abide by the provisions of the contract. In order to have a representative on the board of directors of the National Livestock Marketing Association, a member agency must have marketed during the previous calendar year not less than 2,500 single-deck carloads, or the equivalent, of livestock.

Cooperative livestock sales agencies handling less than 2,500 single-deck carloads may become stockholders of the national association if approved by the board of directors of that association. An agency is not entitled to representation on the board until it is marketing 2,500 single-deck carloads a year.

One of the main features of the plan is that the control of sales and policies of member cooperative sales agencies will be vested in the national association. This control will be effected by a sales board consisting of managers of the National Livestock Marketing Association, the National Order Buying Company, the National Feeder and Finance Corporation. In developing the plan for the proposed national agency, the cooperatives and the Federal Farm Board made an effort to establish marketing machin-

ery adequate to meet the needs of every group of livestock producers in the United States. The national marketing association will serve the farmer who has five hogs as well as the rancher with twenty thousand head of cattle. In addition, the national association, when finally organized, will be eligible to borrow money from the Federal Farm Board, and plans have been provided for adequate financing facilities and services for all livestock producers. Under the national plan a way has been provided to finance livestock producers by assisting the cooperative marketing associations in establishing regional credit corporations in the districts of the Federal Intermediate Credit Banks. These corporations will function through a national feeder and finance corporation, owned and controlled by the National Livestock Marketing Association, which will serve the members of the cooperative sales agencies. This is expected to aid in increasing membership in the locals.

It is provided in the plan that before any dividends are paid on the stock of the National Livestock Marketing Association, a reserve equal to the authorized capital stock shall be set up. The men who formulated the new plan of a national sales agency for livestock recognized that perhaps the greatest weakness in our present cooperative marketing machinery is a lack of centraliza-



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BY
Archer B. Gilfillan**

(Reviewed in this issue)

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tion of sales and policy control. They also recognize the weakness of a cooperative marketing plan for any commodity built up of various regional or terminal associations which compete with one another. These weaknesses have been taken care of in the proposed marketing system.

Coordination and control of sales in the national association is a service which none of the cooperatives have at the present time, and which none of the livestock associations acting alone could ever render. The sales board of the national will obtain the most authoritative information relative to the supply and demand situation with respect to livestock and livestock products. With this information as a basis, the sales board of the national will prepare and transmit reports to the member livestock sales agencies early each business day and during the trading hours for their direction. It is believed that the national association will be able to build up for the cooperatives information concerning supply and demand conditions in the livestock and meat trade that will compare favorably with information that the buyers have when they send out their instructions each market day to their representatives over the United States.

Then, too, the national association is expected to perform another important function by standardizing and making effective prices and grades of livestock and livestock products. This will be brought about through centralized control and information as to production and demand, and through the association's work with the livestock advisory commodity committee which will later be established under the provisions of the Agricultural Marketing Act. This will probably be the greatest stabilizing influence in the industry. The national will have control of the sale of the largest volume of livestock of any agency in the United States. It will have its finger on the pulse of the trade through orders received by the National Order Buying Company. Through the movement and financing of feeders, the national will be able to have more dependable information than any other sales

agency that has operated in this country.

If the volume of shipping which is now being lost to cooperatives through direct shipping could be added to the volume now handled by the cooperative livestock sales agencies, the National Livestock Marketing Association would be in a strong position to carry out the various recommendations that might be made by the livestock advisory commodity committee when it is brought into existence. For example, if the advisory commodity should recommend the standardization of hog production in the interest of economy and present-day demands, the national association could make effective such a recommendation.

The national will furnish transportation, legal, and other services for stockmen. Various services will be added as the demand for them arises to avoid saddling a large overhead on the associations in the beginning.

The livestock industry is the largest branch of agriculture in the United States and it takes hundreds of millions of dollars to adequately finance it. It is, therefore, evident that the Farm Board, with a revolving fund of only \$500,000,000 with which to assist in financing the cooperative marketing associations handling livestock and all other commodities, would not be able to finance the industry properly unless some plan is worked out to pyramid at least a portion of this revolving fund. This can be done through the regional credit corporations authorized to discount their livestock paper with Intermediate Credit Banks. For example, if the Farm Board makes a direct loan of \$5,000,000 to an association, that association has a line of credit of only \$5,000,000. If the Farm Board loans \$5,000,000 to an association with the understanding and agreement that this fund will be used to purchase the capital stock of a credit corporation, this original loan of \$5,000,000 may then be pyramided under the law to \$50,000,000 through the discounting of its agricultural paper with Federal Intermediate Credit Banks.

The National Feeder and Finance Corporation is designed to meet the needs of the producers and feeders of cattle and

sheep. Loans will be made only on stock being finished either on pastures or in feed lots. According to the proposal, the National Feeder and Finance Corporation will have a capital stock of \$5,000,000 consisting of 50,000 shares of common stock, par value \$100. The National Livestock Marketing Association will then be eligible to borrow money from the Federal Farm Board from time to time and use it for the purchase by that association of common stock in the National Feeder and Finance Corporation. Under this plan, the latter corporation will use the money originally borrowed by the National Livestock Marketing Association to purchase the common stock of regional credit corporations which will be set up in the various Intermediate Credit Bank districts. The Feeder and Finance Corporation will operate, as far as the financing is concerned, as a holding company, but it will also operate as a marketing organization in that it will deal in feeder stock, both on and off the markets. It will be limited to handling the orders for member associations and individuals, and not speculate in feeder stock.

The plan provides for the establishment of a national livestock publishing association. This will be a subsidiary of the National Livestock Marketing Association with authorized capital stock of \$110,000.

The National Order Buying Company has been recognized as a market agency. Its volume and service are now well established. Under the new plan, its volume will be under the same control by contract as any terminal, state or regional cooperative agency. It probably will be the only agency which will own physical facilities. Those who supply the volume for the National Order Buying Company will have a voice in its control. It will have two classes of members or stockholders—regional concentration yard associations and terminal marketing agencies—but will not have individual producer members.

In working out a plan for a national agency, leaders have recognized conditions that must be met as a result of a strong tendency toward the decentraliza-

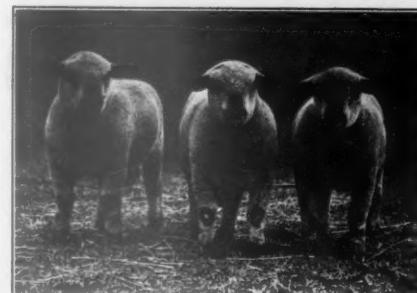
tion of the livestock industry. Centralized sales control provided for in the new plan takes care of the marketing of livestock whether it moves over the direct route from the farmer or local shipping station to slaughter houses or through the terminal markets on its way to the packer.

"SHEEP"

SHEEP" is the title of a book written by Archer B. Gilfillan, a herder on the Dakota ranges. It was not Mr. Gilfillan's youthful ambition to become a sheepherder. Full of the confidence that fills the breast of every college graduate, he came west to engage in the livestock business, invested his money in a flock of sheep, lost it all, decided to become a shepherd of men's souls instead, and spent three years at a theological school to find out he was not meant for that kind of a shepherd either. West he came again, and as he puts it, in order "to continue the pleasant practice" of eating, took the first job offered, which happened to be sheep herding. "I had already made two costly mistakes: the first had annihilated my patrimony and the second had taken three years out of my life," Mr. Gilfillan writes. "I made up my mind I would take a least a year to think things over. That was thirteen years ago, and I am still thinking them over."

"Sheep" is the result of thirteen years of "thinking it over" while herding sheep. It isn't a textbook, but full, nevertheless of a real understanding of the species Ovis aries, its pleasant characteristics and others of a different category. An eastern newspaper, in reviewing "Sheep", says it is "essentially a book for the connoisseur in curious modes of life". There will, of course, be nothing of the "curious" in it for the sheepman; his enjoyment in reading "Sheep" will come from the fact that it treats of very familiar things in a decidedly interesting manner. To quote from "Sheep" would be just like having some one tell you all the best jokes in the show you contemplate seeing. So there are no quotations.

"Sheep" costs \$2.50 a copy. It can be secured through the National Wool Grower.



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A choice lot
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rams for
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times.

GOVERNMENT EXPERTS BROADCAST LAMB

(Continued from page 24)

First sear lamb chops quickly, then lower the temperature and finish at moderate heat. In broiling thick chops, a very good way is to finish them in the oven. Brown them first in the skillet, then slip a rack under them and set them, skillet and all, in a moderate oven. You can give then attention to the rest of the dinner, with no fear of overlooking the chops.

Miss Van Denam:

There's a lot more, I know, that you could tell, Miss Alexander, about chops. In fact, there are people who seem to believe that all there is to lamb is a fine lot of chops, and two legs. But lately we've been hearing about shoulder and breast. Do you roast these, too, since you say every cut of lamb is tender meat?

Miss Alexander:

Yes, lamb shoulder and breast are excellent for roasting.

Have the shoulder boned, first. There are two ways of boning lamb shoulder. One way makes it a roll; the other, a cushion. We prefer the cushion because it holds more stuffing and is so plump and attractive.

Make a well-seasoned bread crumb stuffing, flavored if you like with fresh mint leaves. Stuff the boned shoulder, sew it up, and roast it just as you would leg of lamb, on a rack in an open pan. Add no water to this roast either. Sear in a hot oven at first, then lower the oven to moderate heat to finish.

A shoulder weighing 3 to 4 pounds will need 2½ to 3 hours to roast by this slow method. The meat, though, will be tender and juicy and the stuffing with it certainly makes a savory combination. And for carving, there's nothing so easy as a boned cut.

Breast of lamb makes a dressy little stuffed roast, too, especially if served with stuffed onions around it on the platter.

IN NORTH DAKOTA

THIS has been rather a long winter. It was very cold in January, but February brought us real California weather up until the latter part of the month, when we had a bad storm with lots of snow. However, so far as I know, livestock came through the winter in fairly good condition and with few losses.

I believe the sheep business has reached the saturation point in North Dakota. With present prices for both wool and lambs, the sheepmen will not be in a position to increase their flocks; they will do well to keep what they have.

I think that practically all of the growers of the state are joining the new wool marketing organization; in fact, there is nothing else for them to do. Prices will undoubtedly strengthen some in another year or so, but from a careful study of the world situation, improvement will be slow. John L. Tuntland.

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Feed and Range Conditions Make It Necessary
for Me to Dispose of a Part of My Ewes—Even
if I Have to Shade Prices.

Write or Wire

CHAS. A. KIMBLE

HANFORD, CALIF.

The Boston Wool Market

By Special Correspondent

DIMINISHING stocks, low prices and uncertainty at home and abroad are the outstanding features of the present wool situation. Most of the wool left in the Boston market is held on consignment, but there are still some good-sized lots of dealer-owned wool unsold. Included in the latter is a good-sized block of fall Texas wool, possibly several million pounds in all. There is also considerable Territory wool held here on which over-advances have been made, on which neither consignor nor consignee is willing to take the loss. There are also some lots where the advances are all right, but which the owners are holding in hope of a profitable rally in the market later.

As far as prices on actual sales are concerned, there has not been much change during the past month. The wearing down of current stocks of French combing wools has strengthened the position of such wools to some extent. At one time during the month, there really appeared to be a moderate rally in values, but the net gain is inconsiderable. On the other hand half-blood and medium wools have continued to decline and are now at the low point touched in more than a year. This has been the most prominent feature in the recent trading—the gradual readjustment of values between fine and medium wools.

While all domestic wools have suffered tremendously during the past year, it was hoped that the first quarter of 1930 would bring a better situation. How far this is from the actual happening is shown by comparing present figures with those current three months ago. All prices are lower, both fleeces and Territories sharing in the decline. While French combing and other fine wools now available are only about 5 cents the clean pound lower than at the beginning of the year, medium wools are 10 cents or more lower. March closed with the demand still fairly active for short fine wools while half-blood and below are relatively quiet.

This simply confirms the forecast current at this time a year ago to the effect that a shift in the relative popularity of fine and medium wools was about due.

In fact, early in the 1929 marketing season, notice was served upon the wool trade by mill buyers and manufacturers that the upward movement in medium wools has been carried too far and that a halt must be called if the mills were expected to be large users of such wools. How wise was this hint can be gathered by a judicious use of the deadly parallel column. At the beginning of April, 1929, French combing wools were quoted at about the dollar mark, clean basis; today similar wools are quotable at about 75 cents clean.

Nor is the situation in other grades any more reassuring. Half-blood staple Territory wool was quoted, and selling, at around \$1.05 a year ago, and now is quoted at 70 to 73 cents. Where this grade was held at very nearly the level of choice fine and fine medium staple wool a year ago, today the current quotation is actually lower than the short fine wools, or approximately 70 to 73 cents. Similar unfavorable changes are noted in values of medium Territory wool. The year's decline has been 32 to 35 cents on three-eighths-blood staple and 27 to 28 cents for quarter-blood.

This may sound like ancient history, but it is necessary to an intelligent survey of the present situation. Wool values are at a low ebb the world over, and everywhere efforts are being made to stem the tide of declining prices. Moderate encouragement is sought from the situation which has developed in the London market since the opening of the second series of the London wool sales on March 18. Compared with the close of the previous series fine Merinos were off $2\frac{1}{2}$ to $4\frac{1}{2}$ cents a pound, and medium crossbred over 2 cents a pound with fine crossbreds not much changed. There is an effort being made to make it appear as though this is a definite rally in the situation, but not all the experts agree with this conclusion.

Many regard it as certain that London and Bradford are due to have further declines in both raw wool and tops, and some are predicting that lower prices are also to be expected on this side before the market for domestic wools

takes a definite and healthy turn for the better. Looking still at the foreign situation, it is disquieting to find that colonial speculators and growers who have been shipping wools to London for sale at the auctions have been cabling directions to hold their shipments until the market is better. This has caused much uncertainty. It is also noted that Bradford tops have not rallied from the recent low point, the lowest point for many years, 64s warp top being now quoted at 27 pence.

The situation in both Australia and New Zealand is also full of uncertainty. In both colonies there has been dispute and disagreement over the curtailment of sales and restrictions of offerings. In New Zealand, the season is about over and buyers are about ready to go home, some having already started. In Australia, some readjustment has been made and offerings at the scheduled sales have been increased sufficiently to remove the possibility of a threatened boycott. Prices there are still low. The Bradford top market usually reflects pretty promptly a shift in Colonial prices, and lack of change there seems to indicate that those who have made short sales of tops see nothing to worry about.

Very low prices are still being cabled to Boston from River Plate markets. It is from this direction that the keenest competition with domestic medium wools is to be expected. Though considerably smaller than a year ago, shipments from both Buenos Aires and Montevideo to this country are still large enough to cause more or less uneasiness among local handlers of medium wools. In spite of all efforts to make the most of whatever of favorable nature is coming in by cable, most wool men seem to expect very little help from abroad in maintaining domestic wool values, especially during the next three or four months.

Conditions in both wool and goods markets on this side are far from favorable. Continued operating losses by some of the larger mill units are anything but a strong feature of the present situation. Mill managers, looking askance at their own troubles, and especially at the continued losses, are not in a mood to pay more money for their raw material. They say they could not if they would. Some-

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thing has gone wrong with the new heavy weight season. Already the American Woolen Company has made two changes in its price-lists of fall lines since the opening. Nor can it be learned that the attitude of buyers to these frequent changes is favorable.

The last of these changes was released on the morning of March 20, but instead of a ready response in the way of increased orders, buyers seemed to be confirmed in their purpose to hold off still further. The plea was that they had no surety that the bottom had really been reached, and they would wait until assured of that essential fact. Competition is keen; the need of new business is great, in order that production may go on profitably. Most wool men are watching the goods situation in New York very closely, taking the ground that no permanent improvement can be expected in the wool market until the mills are better employed at profitable rates.

The current range for Territory wool prices have been stated above. March closes with the market still uncertain and prices far from satisfactory. Some of the new Arizona wools have come forward, and a few lots have already been sold to the mills. The prices paid for these wools are reported to have been 70 to 75 cents clean, the best lots generally bringing well up to 75 cents. Short stubby wools sold down to 70 cents. One of the best lots sold is figured to have cost the buyer 77 cents clean or better, but this was exceptional. Sales have been made by both dealers and cooperatives. As most of these early Arizona wools are to come east via the Panama Canal, April will see the first of the offerings in volume.

Thus far actual sales of shorn wool have been confined to Arizona and California, and are just beginning in southern Idaho. Buyers have been slow to pay over 20 cents. In Arizona, the figure was exceeded in the case of some of the early clips, but in California the range to date is said to have been 15 to 20 cents. The first clip sold in Idaho is reported to have brought 20 cents and was shipped to a Rhode Island mill.

Still further declines are noted in the selling prices of Ohio and similar fleece wools. These declines

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have been especially noticeable for medium wools. Current quotations are 32 to 33 cents for Ohio fine Delaines, 27 cents for fine unwashed clothing, 32 to 33 cents for half-blood combing, 33 cents for three-eighths-blood combing and 32 to 33 cents for quarter-blood combing. Other fleece wools from the Middle West are quoted on about the usual parity with Ohio. Some fed sheep and fat lambs' wool has been shorn in Ohio and the wool is bringing 18 to 20 cents.

AROUND THE RANGE COUNTRY (Continued from page 26)

"Every cloud has a silver lining" has proven true, however, as since March 1, we have enjoyed an abundance of rain and warm weather, making one of the finest feed years, with lots of vetch and bur clover, our valuable range feed.

The loss of stock has not been great this season, except in bands having aged ewes. During early lambing, with dry feed on the ranges mostly, the lack of milk supply was a great hardship on the little fellows, notwithstanding the extra feeding.

The lambs in this section will be ready for the Easter market. I have only heard of one recent sale at 11 cents for lambs averaging 68 pounds.

I hope the wool marketing plan will go over big, as it means much to the sheepmen.

H. C. Gordon.

ARIZONA

Good rains have occurred at lower levels and plenty of snow higher up, making favorable soil, and range grass and browse conditions; consequently livestock are in pretty good shape, making satisfactory spring gains. Most water holes are full, and grass is becoming abundant, the general outlook being satisfactory.

Goodyear

The weather has been warm since the first of March, with the exception of a three-day rain which we needed in this section.

Pasture in Salt River Valley has been higher this year, some paying as much

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as five cent per head per day. Desert feed is fine now and the sheep are moving out.

The first cars of milk lambs were loaded today (March 24) and are being shipped to the Kansas City market.

M. E. Porter.

Morgan

We have just had a three-day rain here (March 25) and there is still a lot of snow in the mountains. The ewes that have been on alfalfa pasture are very fat, almost too fat to trail to the mountains. Our winter losses have been about the same as usual, but we have had to pay five cents per day this winter for pasture—a higher rate than we have ever paid before. Hay is about \$16 a ton baled.

Growers in the Salt River Valley have signed up a million pounds of wool with the National Wool Marketing Corporation and about that amount has been shipped on trucks to the coast to go by boat to Boston.

Low wool and lamb markets have given sheepmen here about the hardest deal they have had in thirty years. The proceeds from my year's clip of wool hardly paid for two months' pasture.

Wm. Morgan.

WESTERN TEXAS

Livestock and range conditions are fair to good and improving generally. Soil moisture has been abundant from rains and light snows, especially in northern counties, though far to the southwest more moisture would now help.

San Angelo

It is raining hard here today (March 27), but most of March has been fair and dry. It has been a dry winter, in fact, and some of the sheep have been fed but they have wintered well. If spring rains are copious, feed conditions will be fine.

The lamb crop is about the same size as usual.

Quite a few growers will go into the new arrangement for marketing wool.

Jess Elrod.

THE LAMB MARKET IN MARCH

CHICAGO

THE lamb trade persistently sought lower levels all through March, closing on the bottom of the decline, or a \$9.50@9.85 basis for the bulk of the 85 to 97-pound stock and a practical \$10.35 top. Earlier in the month an \$11.65 top was made at a time when \$10.35@10.75 took the bulk. The best that could be said was that it was a reasonably stable market in the sense that fluctuations were narrow, which merely demonstrates that a high-level market invariably runs wild while at low level stability is possible. Nobody looked for much, consequently few were disappointed at the outcome. An increase of about a quarter of a million lambs around the market circle, compared with March, 1929, tells the why and wherefore. At the new basis of retail prices consumption responded, many switching from beef to lamb, from the motive of economy if nothing else. Dressed trade was active, although somewhat erratic, especially at the Atlantic seaboard, due probably to efforts by distributors to boost prices at intervals, only to discover that such efforts were futile. While live trade did not vary more than 25 cents per hundredweight daily, dressed prices fluctuated \$1 to \$2.

Colorado and western Nebraska kept lambs moving freely right along, and whenever receipts showed a swelling disposition, 25 cents was taken off. Naturally reactions occurred on occasional light runs and at intervals new low spots for the season were uncovered. Feeders, resigned to the inevitable, took their medicine without squawking. One Colorado shipper, informed that his lambs had been sold, grunted approval of the transaction. "Don't you care to know what they realized?" asked the salesman. "No, all I'm interested in is the fact that the other fellow owns them," was the response. "I got \$18 for your stuff a year ago and you kicked because you thought you were entitled to another quarter; now you seem contented," re-

marked the salesman. This was typical of the shipper attitude.

This season's market has afforded a striking contrast to that of the corresponding period of 1929. At the beginning of April last year, \$16.85@17.25 took the bulk of the lambs, the top registering at \$17.50: price levels that showed little change compared with early March. Later the market slipped and by the end of April was on a \$16@16.65 basis. In 1928 it was a \$15.75@16.75 trade; in 1927 \$15@16.50 bought the bulk; in 1926, \$12@14.25 and in 1925, \$15.50@16. It demonstrated that two natural laws, supply and demand, also cause and effect, are operative.

Features of the month's tale were few and insignificant. The principal were:

Heavy slaughter and correspondingly broad consumption.

A narrow spread between common lights and the main run of the crop.

A premium for finished light lambs.

Complaint by killers of an excessive percentage of unfinished stock, in other words, "too many of one kind".

A fair demand for feeders, but little interest in shearing lambs.

Practical disappearance of local and farm-fed product, putting the market in the hands of feeders from the trans-Missouri area.

Deficient dressing capacity of a large percentage of receipts from feed lots west of the Missouri River.

Lack of demand for bred ewes, but no evidence of liquidation of native female stock.

Low prices, \$8.75 to \$9, for heavy throwout lambs.

Few sheep of any kind, yearlings, wethers, or ewes.

A large percentage of fed lambs weighing 90 to 95 pounds, dressing as low as 43 per cent.

Early spring lambs sold at \$12.50 per hundredweight at Missouri River markets.

Light percentage of shorn lambs, as taking off wool was unprofitable.

The course of the market by weeks is indicated below:

First week: Top lambs, \$11.35; bulk, \$10.25 to \$11. Feeding lambs, \$9.75 to \$10. Yearlings, \$8.75 to \$9. Fat ewes, \$5 to \$6.

Second week: Top lambs, \$11.65; bulk, \$10.50 to \$11. No feeding lambs. Yearlings, \$9.25 to \$9.40. Shorn lambs, \$9.25 to \$10.25. Fat ewes, \$5 to \$6.

Third week: Top lambs, \$11; bulk, \$9.75 to \$10.25. Feeding lambs, \$9 to \$10.25. Shorn yearlings, \$9 to \$9.50. Fat ewes, \$5.25 to \$6.25.

Four week: Top lambs, \$10.60; bulk, \$9.50 to \$10. Yearlings, \$9.25 to \$9.50. Feeding lambs, \$9.15 to \$9.75. Fat ewes, \$5.25 to \$6.

Tops were out of line most of the time as city butchers were usually willing to pay an outside price for a load of choice light lambs which were always a scarce article. This applied not only to extreme tops, but a class of lambs selling late in the month at \$10@10.35. The presence of too many lambs of one kind resulted in a narrow spread, light stock on the cull order selling at \$9@10, when heavy throwouts had to go at \$8.75@9. Scarcity of fat sheep should have made a better market for lambs weighing upwards of 100 pounds, but they were uniformly unpopular.

Feeding territory adjacent to Chicago furnished the short end of the March run, most of the feeders in that area having got out of the way of the impending storm. Wisconsin and Iowa furnished a few, but as the season worked along, it was evident that this territory was short, a fortunate circumstance as it gave trans-Missouri feeders right-of-way at the market. So far as monetary results are concerned, it was a disastrous month and a period of liquidation, a large number of decent lambs going over the scales at \$9.50@9.85, especially late in the month. Numbers furnish adequate explanation, as during the first week 307,000 head reached the ten principal markets, compared with 233,000 during the corresponding week of 1929; 315,000 the second week, against 247,000 last year and 312,000 the third week, against 223,000 last year; the same ratio of increase occurring the final week when supply pressure carried the bulk of the 85 to 97-pound lambs down to \$9.50@9.85, good

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84 to 87-pound stock to \$10 and a few choice 75 to 77-pound stock anywhere from \$10.10 to \$10.60.

While the market was not under the necessity of wrestling with a surplus of lambs weighing over 95 pounds, killers' plaint was that they were burdened with low dressing, unfinished 90 to 95-pound stock. At all times there was action on fat 75 to 85-pound lambs at a premium and when the others broke 25 cents, the popular grades usually held steady. Probably 75 per cent of the crop lacked finish. The reason why was given by a feeder who said:

"Why make them fat when the gain would not pay cost of putting it on? Many of these lambs could not be finished far short of 100 pounds and then the kick would be that they were excessively heavy and fat. If killers want to get away from weight they must expect low yields and poor carcasses."

Dressing sheets revealed yields of 43 to 45 per cent on a large share of the crop. Finished the same lambs would have made 46 to 47 per cent yields, but, as the feeder contends, "what's the use when they balk at weight". Under present conditions finishing any considerable percentage of the crop at the season, at popular weights with killers, is impossible. Killers' contention is that deficient dressing this season was responsible for lower hoof prices.

Other factors were against the price, notably wool. Buyers' credits on pelts were two cents per pound less than last year. Between short yields and lower pelt credits, the depreciation was about four cents per pound, while live prices were five to six cents lower.

Demand for shearing lambs was at low ebb. Early in the month Michigan operators took out several strings of Montana hayfeds \$9.50@10, later they bought thin lambs as low as \$9, one Michigan man securing a string at a \$9.35 average the last week of the month. Such lambs must necessarily realize \$11 in May to pay out, and only experienced operators or neophytes were in a mood to take the risk. At that feeding and shearing lambs sold close up to fat stock, probably because of scarcity and the fact that a few buyers were in the market.

Sheep were scarce at all times. The crash in lamb prices did not dump native ewes into the market hopper, as farm flock owners regard the course of price events recently as subject to adjustment and are willing to raise another crop of native lambs. For the small package of ewes available the market was healthy, mainly \$5.50@6; with an occasional picked lot at \$6.25.

Retailers pushed the product for selfish reasons, as the turnover was profitable. Early in March the dressed market advanced \$2 per hundredweight under forced draft, prime heavyweight carcasses bulking at \$22@26 on the Atlantic seaboard and good to choice 39 to 42-pound weights moving at \$19@20, with 46 to 48 pounds at \$17 to \$20. At Chicago prices were even better, much of the offering moving at \$20 to \$25, with few carcasses below \$19.

The second week the dressed market was healthy and decidedly encouraging, a condition that was promptly reflected in live trade. At New York prime 38-pound carcasses sold at \$23 to \$26; 46 to 55-pound at \$17 to \$19; but the third week the thing slipped under heavier receipts and the whole list of dressed prices declined \$1 per hundredweight or more. A spread of \$19 to \$22 took most of the 39 to 45-pound carcasses in the East, Chicago trade bulking at \$18 to \$23 and later in the month dressed values showed no improvement. At that it was a profitable period for killers and distributors. Beef and pork advanced while lamb was on a down grade, consequently pushing the cheaper meat was easy and profitable. Other meats encountered sales resistance; lamb moved out under the impetus of "leader" sales.

How cheap lamb has been compared with the lofty prices of 1929 is indicated by wholesale prices at Chicago and New York. At the latter part of March lamb carcasses weighing 38 pounds down, from common to choice, wholesaled at \$16 to \$24 per hundredweight compared with \$26 to \$32 last year at Chicago and in New York at \$19 to \$22, against \$27 to \$32. Carcasses weighing 39 to 45 pounds cost \$17 to \$22 at Chicago and \$19 to \$22 at New York, compared to \$26 to \$32 at Chicago and \$27 to \$32 at New

York, a year ago. Carcasses weighing 46 to 55 pounds cost \$16 to \$19 at Chicago and \$16 to \$20 at New York against \$27 to \$29 and \$26 to \$28 respectively last year. As the bulk of the product went east, Atlantic seaboard prices have been relatively if not actually lower than in the Middle West. Mutton carcasses have sold at \$10@14 in Chicago, against \$16@22 last year; at New York \$11 to \$15 against \$15@21. All of which means that consumers have had access to abundance of cheap ovine product which should have a tendency to popularize it more effectively than a barrage of propaganda. These prices do not include a limited quantity of choice light lamb that had a market of its own up to 28 cents per pound.

It is probable that low point for the season was uncovered late in March, but then you never can tell. A large number of lambs were in sight for April and probably along into May, as "holding back" is doubtful policy so late in the season with the advance guard of the spring lamb crop on the horizon. It will be necessary to keep the residue of the crop rolling to market right along and until the bulk of it has been cashed, killers will have much to say about prices. To them live cost is always secondary to what they can get for the product, their chief bugaboo being gluts and bargain sales. As it has turned out the season has been more disastrous to feeders than most people in the trade expected. The best that can be said is that after several years of retail prices prohibitive to many consumers, lamb has been available to the masses.

Combined receipts of sheep and lambs at twenty markets for the January to March period were 4,270,000, against 3,700,000 in 1929; 3,680,000 in 1928 and 3,490,000 in 1927, showing a progressive rate of increase. At seven markets, Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City and St. Paul, receipts for the same period this year were 3,290,000 against 2,730,000 in 1929; 2,708,000 in 1928 and 2,542,000 in 1927.

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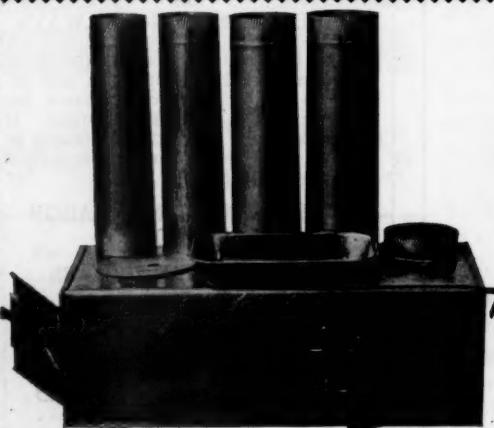
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OMAHA

LAMBS, lambs, lambs.

A regular deluge of them showed up during March. At Omaha the run exceeded that for March, 1929, by 90,000 head and broke all records for any month of the fed season in the history of this market. The final count showed close to 336,000 head. Only two months of last year was that figure passed. They were August and September, peak of the marketing season. Total volume for the first quarter of 1930 also surpassed that for any corresponding three months in history here.

Other markets were proportionately well supplied and those who thought that the bottom had been reached a month ago in fat lamb prices had to revise their opinions. Not since November, 1921, had values been so low as they were at the end of March. Compared with that time a year ago they were \$7.50@8.00 lower.

Locally the net decline in fat lambs from the close of February business amounted to around 75 cents, with the final top showing a loss of 90 cents. Fed shorn lambs declined 25@50 cents.

Things might have been worse had it not been for the presence of a keen order demand throughout the month. One-third of the total receipts was reshipped to other points for slaughter. Outside demand was for virtually all weights of woolskins and there was even some shipper competition on shorn stock.

During the first ten days of trade prices responded to curtailed receipts, but by the middle of March lambs were getting to the point where the holding out process could not be continued and on they came. The last week of the month saw around 300,000 head on seven main western markets and the break that set in in midmonth continued until the close, when packers were hard-pressed to move the supply.

At the high time most woolskins were moving at \$9.50@10.25 with a top of \$10.50 for the month. The last half of the period found most sales pegged at \$9.00@9.75 and on a 50-cent break on the 31st, top dropped to \$9.10 with the bulk bringing \$8.50@8.75.

More lambs arrived at 90 to 97 pounds than any other weights and because of the scarcity of good lambs under 90 pounds they commanded the top or near-top prices. Even those scaling over 100 pounds edged up closer to the handier weights than was the case at the end of February. As a general rule, however, outlet for anything above 93 pounds was uneven at best.

No springers of any consequence made their debut. Just two small lots of natives arrived and sold at \$12@12.25. A year ago the first natives, on hand for the Easter trade, sold for \$20 on March 20.

Low wool prices created a comparatively narrow spread between wooled and shorn lambs. Seldom was it more than 50@75 cents and never over \$1. This in turn brought more lambs to market out of the wool than a year ago. They realized \$8.75@9.75 but the best dropped to \$8.50 on the late break in woolskins.

The market now appears to be struggling for balance. Some feel that the peak run has passed. They are likely nearer right than wrong. But there are still enough fed lambs to keep the markets plentifully supplied through April if January 1 estimates of those on feed, and the number shipped so far are significant. Some Arizona springers are already moving to shambles.

Not many California lambs are expected to come East until late in April at least, and reports from there continue to show the usual divergence of opinion as to the probable proportion of fats. Fact is, it is practically impossible to estimate the condition of California lambs until actual marketing time arrives.

One favorable factor is that it now seems improbable that spring lambs arriving after the middle of May will receive as much competition from old-crop fed lambs this year as last. Another is that low prices should stimulate consumption and react in favor of live lamb prices. The trend of the latter during the next thirty days will depend a great deal upon what the housewife tells the butcher, as there is little to indicate much immediate improvement in wool,

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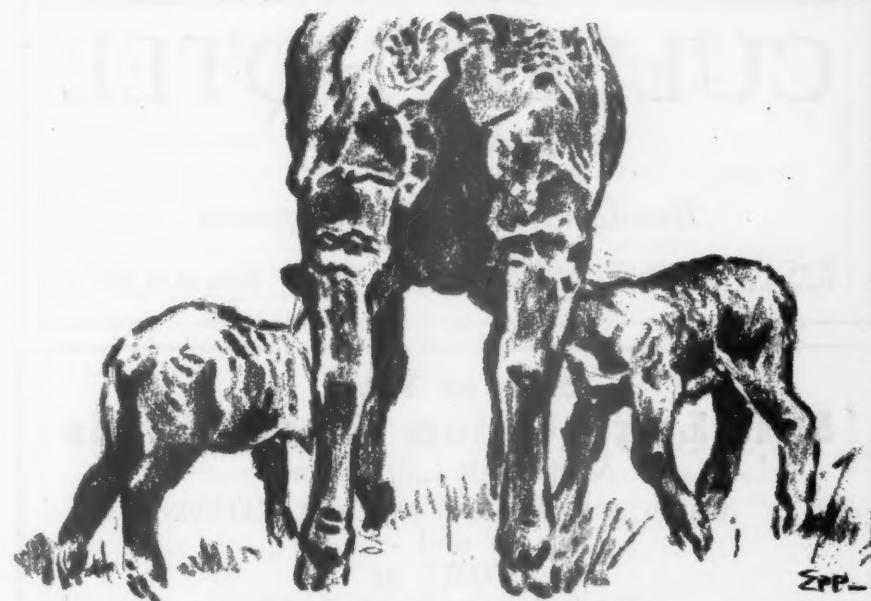
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One-quarter pound per head per day before and after lambing puts milk in the udders... enough for two! That means plenty of milk all around! That means plenty of lambs alive. That means extra cash this fall... for you!



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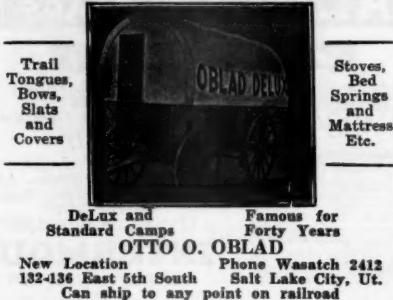


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or a shortage in the supply of lambs.

Demand for feeding and shearing lambs was only fair through March. Although receipts showed a big increase over a year ago, the volume of feeder shipments was only about 2,000 head heavier at 21,000. As the month opened shearing stock was bringing \$8.50@9.00, jumping to \$9.00@10.00 later, with a top of \$10.15. Prices declined steadily after midmonth and the finish found good lambs at \$8.50@8.75; others down to \$8.00 and under.

A rather long delayed seasonal advance occurred in prices for aged sheep. Gains amounted to \$1.00@1.25 and top fat ewes touched \$6.50 late; clipped ewes \$5.50. Not enough arrived to establish a definite market for feeding and breeding sheep, packers taking readily the few that came.

H. H. Kittoe.

KANSAS CITY

LAMB prices closed March an even \$1 lower than the opening level, and \$1.75 under the extreme high point of the month and in the lowest position for any March since 1913. The first day of March the top price was \$10 on wool lambs. The extreme top of \$10.75 was recorded about the middle and \$9 was the final top on the last day of the month. The March close was \$4.50 lower than the extreme high point of the year and \$8 lower than the extreme top in March, 1929. At no previous time in the history of the sheep market have prices shown a greater break from the preceding year than they did last month. It is true they have sold at lower levels, but in previous years they came to the low point through a long-time decline.

The winter sheep feeder has received a severe jolt. The losses will put some out of business, and others will find that all or part of their surplus accumulated from former years has been absorbed. Notwithstanding this condition the general sheep industry is sound. Low prices are the result of feeding too many lambs too long and of trying to market them in a ninety-day period. Had the corn belt feeder marketed a larger per cent of his lambs in November and December and western feeders shipped more in December and January the March debacle

might have been avoided.

might not have occurred. However the real setup for low prices was made when feeders put in 15 per cent more lambs than the preceding year. The buying side groomed the market for low prices and got them. Low prices for wool and pelts continued the burden of first cost on the meat side, but the retailer has not passed onto the consumer a proper share of the low cost live weight.

Consumption of lambs and mutton has increased moderately, but not so much as it should have done considering the relatively low prices. At that the moderate increase may be a fairly good thing, for it gave some people a sample of ovine meat for the first time in their lives. It is not probable that the market will go any lower. Whether it rallies or not remains to develop, but Arizona has begun shipping spring lambs and by the middle of April California will be ready to ship to eastern markets. Between March 16 and June 14 last year California shipped 520,274 lambs live weight and 58,296 dressed lambs to markets outside the state. Early reports indicate as many or more this year.

Several bunches of native spring lambs arrived in Kansas City after the middle of March. They sold at \$12 to \$14 a hundred pounds. The first Arizona spring lambs arrived March 31, nine car-loads, averaging 82 pounds and bringing \$13. From now on these Arizona lambs will be offered freely. The top price for spring lambs in March last year was \$20.75.

The per cent of strong and heavy weight lambs in the March run was materially above normal. Many feeders had delayed shipping in hopes that the market would rally. As no rally came many lambs were fed beyond desirable weights and when they were shipped they went through the shearing process at feed-in-transit yards. At the high point last month shorn lambs sold up to \$9.75, but on the close \$8.25 was the top. Most of the shorn lambs weighed above 95 pounds.

Fat sheep, principally fed ewes, made a better showing relatively than fat lambs. During the middle of the month the best ewes sold at \$6 to \$6.50 or 75

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Did you ever stand in a railroad depot and watch a modernly equipped train roll up to you and make a full stop? It is a "Class A" show.

In the first place you saw more than \$1,000,000 worth of equipment in the scene. You also saw the train operated under the control of the engineer and conductor. They are men of many years training and finally qualify for their job by passing physical examination.

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On Southern Pacific arrival time is almost 100 per cent. It is the work of thousands of employes to see that trains arrive on time.

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cents above February. Some Arizona ewes sold the last day of the month at \$5.50 and choice fed ewes up to \$6. Yearlings were quoted at \$7 to \$7.50 and wethers \$6.25 to \$7. There is still a fairly liberal supply of fed sheep to be marketed in the next sixty days, but as there will be no early grass fat sheep from Texas for some time the sheep outlet should be fairly good.

March receipts in Kansas City were 215,000, the largest ever reported in the third month in any year and 9,000 larger than in March, 1929. In the three months this year receipts totaled 526,000 or 124,000 more than last year. With but two exceptions, those of 1911 and 1912 the three months' receipts were the largest on record.

C. M. Pipkin.

DENVER

MORE sheep were sent to the Denver market from the tributary territory in March this year than during the same month a year ago, the receipts totaling 198,012, compared to a supply of 152,150 head in March, 1929.

The trade was by no means active from day to day, as salesmen were endeavoring to get more money at all times, while buyers resisted the advance strenuously and were enabled at most times to buy the lambs a little lower. Compared with a month ago, prices are around 50 to 65 cents lower on the Denver market.

Good fat lambs were selling at the close of February at a top of \$9.15. Some slight reaction in the market carried the top to \$9.90 by the middle of the month, but steady declines since that time have resulted in the best lambs selling here on the closing session at \$8.50. Good fat ewes sold around \$4.75 to \$5.25 early in the month, while the same grades were bringing around \$5 to \$5.75 at the close.

Government reports indicate a fairly good supply of lambs yet remaining in feed lots but it is pointed out that the supply is not excessive and that if they are properly distributed over the remaining weeks between now and the tenth

of May, they should be well received and prices should gradually work stronger.

A great many unfinished lambs are now coming to market and as there is no shearer demand, these must be taken by the packers, which has a tendency to depress prices.

W. N. Fulton.

ST. JOSEPH

SHEEP receipts for the month of March were 179,095 compared with 173,559 same month a year ago. The total for the week ending March 29 was 51,414, the largest number ever received at this point in one week. Of the month's total, 111,599 were from Colorado feed lots. The lamb market continued to decline, though the break was not so severe as the previous month. Compared with a month ago values are around \$1.00 lower. Best light and handyweights sold on the close up to \$9.00, with 103-pound averages at \$8.50. Several loads of Arizona springers sold the last day of the month at \$13.00, and averaged 81 pounds. Clipped lambs on the close sold \$8.00@\$8.25. Feeding and shearing lambs on late days sold \$8.00@\$8.25. Aged sheep close \$1.00@1.25 higher for the month. Choice wool ewes on the close were quoted at \$6.50 and clips \$5.50 @5.65, wethers \$7.00@7.25 and yearlings around \$8.00.

H. H. Madden.

A SUGGESTION FOR DOCKING LAMBS

DOCKING lambs with the hot iron is exactly the right thing, but it took me a good many years to learn the right temperature. The proper heat is barely hotter than you can stand on the palm of your hand. That is, hot enough to coagulate blood, but not hot enough to 'cook' the flesh, unless you hold the iron on the flesh too long.

My system is as follows: Cut two short slits in one side of a 5-gallon coal oil can, like this: +. Bend the points up by shoving a candle up into the can, the spring of the points holding the candle in place. Next, cut a slit in the can to

admit a two-inch chisel that will reach to the candle blaze, which should strike the middle edge of the chisel. Two candles and two chisels can be used to one can.

The veins and arteries in a lamb's tail are on the underside next the body, where the skin is bare of wool. Press the centre of your hot chisel on this bare skin hard enough to pinch the veins and arteries and shut off circulation. If your iron is quite warm, count four slowly, and then with a quick sliding pressure, cut off the tail. If your iron is not so hot, count six the lamb will begin to struggle just before the right time comes. With a little practice, it is possible to judge so accurately that there will be hardly a drop of blood lost, and no bad after-effects.

Leave the tails on your ewe lambs long enough to cover both openings, but no longer. This length is better not only for bucking, but gives the ewe a chance to keep maggots from entering.

Burney, Calif. L. Braden

REGULATIONS FOR INTER-STATE SHIPMENTS OF LIVESTOCK ISSUED

To give producers and shippers information on the regulations that govern the shipment of livestock from one state to another, the Bureau of Animal Husbandry of the United States Department of Agriculture has published a circular which gives brief statements concerning the essential requirements for animals entering each state. This is Miscellaneous Circular 14-MC, "State Sanitary Requirements Governing Admission of Livestock," which has just been revised and is available on application to the department.

The information in the circular is obtained by the bureaus from officials of each state, and deals principally with the movement of cattle, horses, mules, asses, hogs, sheep, and goats. Some states also have regulations governing the admission of other stock such as poultry, foxes, dogs, and cats. Information as to who may inspect animals for shipment, what tests are acceptable, and the names of the state officials who have charge of inspection are also given.

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It often happens that in other lines of activities, there is difficulty in moving goods offered for sale, and if transactions are made, the remuneration is not always sure. You hear the expression: "Land is not moving this summer," or "It is hard to make collections." But did you ever stop to think that at a live stock market, every day is sale day and cash is paid for each day's offerings?

Any system of purchasing live stock, which operates to draw live stock supplies from the open competitive market, and thus reduces competition, acts as a factor in depressing prices all along the line. When such a system also makes its selections from only the top class of animals, and allows the inferior quality of animals to go on to the central market, the price situation is still further impaired.

The Omaha Live Stock Market, equipped as it is to handle all kinds and numbers of live stock, and doing business in an honest and aggressive manner, is in a position to bring the shipper the best possible net returns on his shipments—whether one animal or a carload.

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